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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

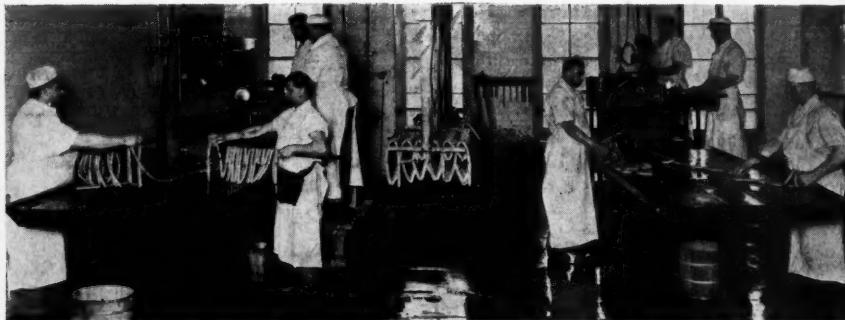
Volume 80

MAY 4, 1929

Number 18

PROGRESSIVE  
MANUFACTURERS

TWO AUTOMATIC LINKING MACHINES  
at  
**ADOLF GOBEL, INC.**  
Brooklyn, N.Y.  
FOR THE LAST FOURTEEN MONTHS



After Three Months of Daily Operating One of Our Machines,  
This Progressive Firm Realized the Advantages of Using  
The Only Perfect Automatic Linker  
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OUR CUSTOMERS ARE  
OUR BEST SALESMEN

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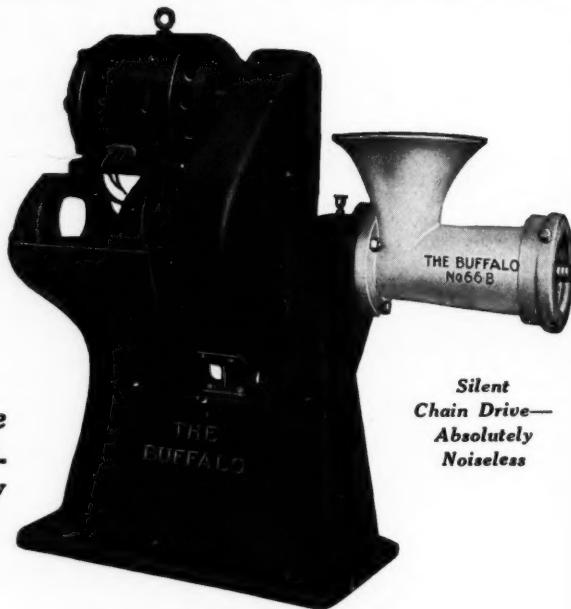
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# SUPERIOR IN DESIGN--

*does more and better work in less time!!*

## THE "BUFFALO" Grinder

*—turns out the highest grade product—hundreds of prominent sausage makers NOW use it!*



### Outstanding Features of the "BUFFALO" Grinder

Cuts cleaner without mashing the meat.

Improves the quality of your sausage.

No Heating of meat!

Cuts as fast as two men can feed it.

Takes Large chunks of meat through the fine plate in one operation.

Superior quality steel in

"BUFFALO" plates and knives cut regrinding costs to a minimum.

Heavy roller bearing placed directly back of feed screw, eliminates friction.

Patented drain flange, between cylinder and pedestal, prevents leakage of meat or oil.

Used by hundreds of prominent packers and sausage makers.

## One large PACKER is NOW Using 31 "BUFFALO" Grinders!

*It Will Pay You to Investigate! Write for List of Users!*

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London, Eng.

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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 80. No. 18

MAY 4, 1929

Chicago and New York

## What Does It Take to Make a Packer Salesman?

**Sales Letters Written Many Years Ago  
Show Same Things Needed Then as Now  
and They Were Just as Hard to Get!**

Can anybody sell meats and meat products?

Or is knowledge of product and sales ability as essential in the meat salesman as in any other?

A lot of men have been put to work selling meat without much knowledge of what they had to handle. The theory has been that everybody buys meat, and that almost anybody ought to be able to sell it.

Perhaps that has been one of the things wrong with the meat business. Selling meat is just as highly specialized a job—if done right—as is the selling of any less-demanded article.

### Knowledge of Product is Valuable

A meat salesman who knows his product has an enormous advantage over a competitor who is just a salesman, with little knowledge of meat and meat products.

The really good salesman makes it his business to know good points he can pass on to his retailer customer that will help him sell meat.

Needless to say, any salesman who can give tips to his trade that mean money is the man who can sell a good order the next time he comes around.

But no salesman can “service” his trade unless he knows more than just how to sell.

He must know meat, where it

comes from, how it is handled, how it is cured, and how the customer can move it out to the retail trade with the least effort and at the best price.

### How to “Service” the Trade

Salesmen who consistently meet with the best success are those who have started out to sell only after they have been given

### It Works Today, Too!

Selling has become so specialized that the salesman must know more than how to place an order.

He must be prepared to be of service to his customers, so he will be certain of repeat orders.

One young salesman of 30 years ago realized the value of giving his trade tips that would help make money.

A grocer told him he would not handle barrelled pork because there was no profit in it.

“I showed him if he paid \$12 a barrel and sold the pork at 8c a pound, he was making 33 1/3 per cent on the pork, and he had the barrel left, for which he could get 75c to \$1.

“He bought the pork—and he has been a friend of packinghouse products ever since!”

Perhaps the modern salesman does not sell barrelled pork. But the idea is there—and it is just as practical today in selling most lines to retail meat dealers!

a thorough knowledge of meats and meat products, a knowledge of people and how to approach them, and have been taught to sense a situation quickly and decide on the best method of handling it.

In general, the basic principles of selling packinghouse products have changed little in the last 30 years. The same knowledge, the same tactful approach, the same ambitions are necessary to successful selling today.

### Just the Same Now as Then

The trouble is in putting them into practice. That seems as hard to do as it was 30 years ago.

This is brought out strikingly in reading over some sales letters written about that time by a man who was then and is still recognized as a master salesman and sales director—A. L. Eberhart—to the packinghouse salesmen under his direction.

So full of good, sound sales advice are these letters—advice that will help the salesman of today to forge ahead and to make money for his company—that they are printed here.

They contain a great deal of “meat,” for both the salesman and sales executive.

Following is the first of these letters from a sales manager written nearly 30 years ago:

### Elements of Successful Salesmanship

Chicago, March 1, 1900.

In order to become a successful salesman you must have adaptability for the work, which requires good address, tact, and a magnetism that will at once convince the buyer that you are master of the situation.

We will divide the subject into three parts, as follows:

1—*Thorough knowledge of goods you are selling.*

2—*Ability to judge human nature quickly and correctly.*

3—*Willingness to work.*

1. **Thorough knowledge of goods you are selling.**—The butchers, grocers and general storekeepers of the present day (1900) are generally well-posted business men, and have no time to talk to a salesman who does not know his business.

You cannot lose the confidence of a buyer more quickly than by having him catch you on some point of your business that you do not know, this

the pork at 8 cents a lb. he was making 33 1/3 per cent on the pork, and had the barrel left for which he could get 75c to \$1.

He bought the pork, and has been a friend of packinghouse products ever since.

Learn why our goods are superior to all others, and you will have no trouble placing them. *Spend your spare time in the packinghouse and perfect yourself in the business.* By being thor-

oughly posted regarding every article you have to sell you will command the respect of the sharpest buyers you will ever encounter.

2. **Ability to judge human nature quickly and correctly.**—A thorough knowledge of the goods you are selling will not make you a salesman without the ability to judge human nature. Any laborer of ordinary ability around the plant may in time gain a thorough

(Continued on page 51.)

## Distribution Problems Must Be Worked Out

Turning a new page in the record of American economic progress the National Wholesale Conference, meeting at the Chamber of Commerce of the United States, last week brought attention to focus upon distribution as the field in which business will make its next great advance.

The huge savings effected in production and manufacture—through cost accounting, simplification, standardization and skillful management—can, the conference concluded, be duplicated in a measure in distribution, where an estimated annual waste of \$8,000,000,000 is charged up to the consumer.

A series of recommendations, applying specifically to wholesaling, but touching all branches of distribution, were submitted to this end by four of committees of business men who for more than a year have been studying the various aspects of the wholesaling function—the transfer of commodities from producer or manufacturer to retailing agencies.

Their reports and the chairmen who submitted them to the conference were: "Wholesalers' Functions and Services," Arthur P. Williams, R. C. Williams and Co., New York.

"Economic Factors Affecting Wholesaling," S. M. Bond, Root and McBride Co., Cleveland.

"Business Analyses," F. B. Caswell, Champion Spark Plug Co., Toledo.

"Credits, Sales, Terms and Collections," Frank A. Fall, National Association of Credit Men, New York.

#### Functions of the Wholesaler.

Despite the rapid changes in distribution methods—the rise of the chain store, group buying and mail order houses—the Conference concluded that the place of wholesaling in the machinery of distribution remains virtually unchanged. Individual wholesalers, or middlemen, might come and go, but the function they perform cannot be eliminated.

Among the conclusions submitted to

the Conference by Committee I were:

"Certain fundamental functions and services of distribution must be performed in getting goods from producers to consumers.

"The efficient independent wholesaler can perform the functions of distributing merchandise from the manufacturer to the retailer satisfactorily and economically for most merchandise, by proper cooperation between the three essential parties in interest.

"The great bulk of merchandise in the United States is distributed through the manufacturer-wholesaler-retailer system of distribution. This system is fundamentally sound because the groups can coordinate their special activities to complement one another.

"The wholesaler functions as a sales-agent for the manufacturer and as a purchasing-agent for the retailer. As such, the sound interests of both manufacturer and retailer must control these operations and be reconciled.

"Consumer demand and preference is the ultimate controlling factor in merchandising and, therefore, producers, wholesalers, and retailers should unite to study this subject.

#### Factors Affecting Wholesaling.

After a consideration of the factors affecting wholesaling, improved transportation, style changes, small quantity buying, group buying, private brands, chain stores, Committee II suggested:

"That studies by each trade, of the proportions of merchandise distributed through all channels are of value."

"That vigorous efforts be made to promote better trade relations within each industry."

"That wholesalers should recognize the need for scientific analyses of sales for the purpose of coordinating consumer demand with production and distribution."

"That wholesalers, within each trade, should study the problem of delivery costs in order to eliminate the practice of paying unreasonable delivery charges."

"That the difficulties due to style changes, can best be corrected by careful analyses on the part of manufacturers, in cooperation with wholesalers, in order that merchandise produced

(Continued on page 52.)

# Teaching Consumers More About Meat Values

## Value of Home Economics as Aid in Meat Merchandising Realized in Educational Work of the Institute

If the prediction had been made forty years ago that in 1929 home economics work would be a valuable aid to the meat packing industry it probably would have moved to mirth some of the pioneers of the packing industry.

In those days it was taken for granted, and usually properly so, that every housewife knew how to cook meat.

Today, however, the situation is different. As a result of changes in conditions of living, which involve not only the homes of a large part of our population but also their habits of life, a large proportion of housewives have only a limited knowledge of meat cookery.

In many modern homes few meat dishes are served beyond steaks, chops and roasts.

Moreover, during the last few decades many new foods have been put on the market, and new uses for old

foods develop. Manufacturers and distributors of these foods have striven to develop easy and time-saving methods of preparation as a means of giving them an appeal to the housewife.

### Must Teach the Consumer More About Meat.

Because of such activities, and because of the limited knowledge which many housewives of the present day have of methods of preparing and serving meat, it has become important that the meat industry should teach consumers more and better ways of serving and using its product.

The Institute of American Meat Packers early realized the importance of this type of work, and several years ago it established a Department of Home Economics, with Miss Gudrun Carlson as director. Miss Carlson previously had held positions as head of Departments of Home Economics or Food Dietetics in Skidmore College, South Dakota Agricultural College, and New Jersey College for Women, and as instructor in the Department of Foods

and Cookery at Teachers College, Columbia University, as director.

Miss Carlson resigned on January 1 of the present year to accept appointment by the United States Department of Commerce as Trade Commissioner to Norway. Since Miss Carlson's departure, the work of the Department of Home Economics has been in charge of Miss Winifred Brennen.

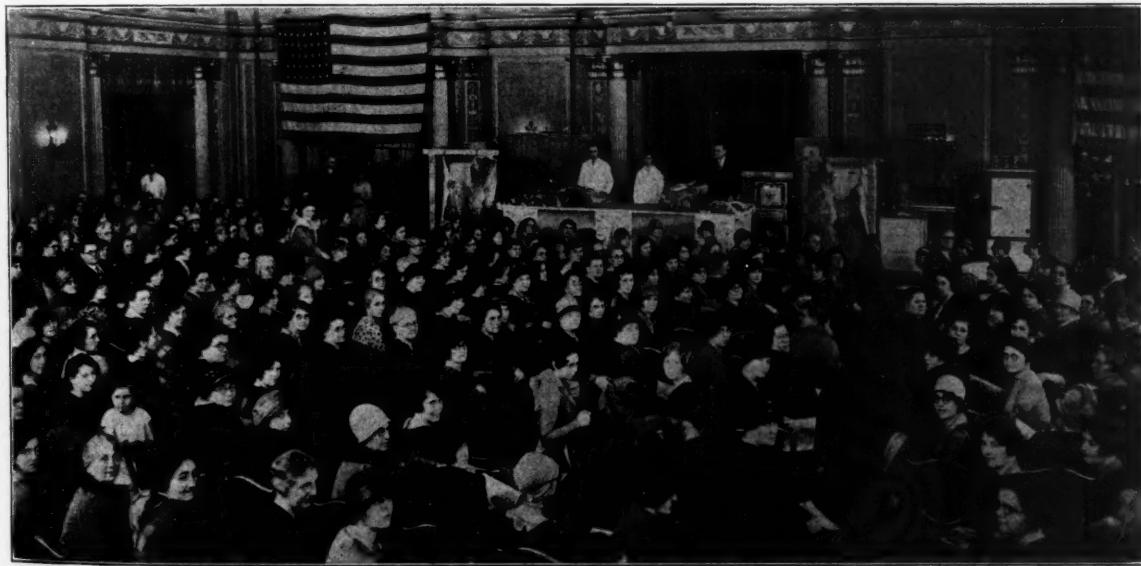
A new director will be appointed as soon as a person is found who has the exact and high qualification the Institute is seeking.

### Problem of Teaching Housewife.

With more than twenty-five million families in the United States, the problem of teaching the housewife more and better ways to use meat becomes one of reaching a tremendously large number of people.

As a means of making maximum headway, efforts were made to concentrate on key groups—groups which eventually reach a relatively large percentage of the population.

As part of this program the direc-



### MEAT DEMONSTRATIONS ARE VALUABLE IN MAKING HOUSEWIVES POTENTIALLY GREATER MEAT BUYERS.

Meat lectures and cutting demonstrations before groups of women in the principal cities constitute one of the best ways to increase the demand for meats. The above picture shows one of several such lectures which were given in Cleveland, Ohio, on April 24, 25 and 26, before various women's organizations, in this instance before the Kitchen Cabinet Cooking School.

These meetings were sponsored by the Cleveland "Plain Dealer," and the instructional talks were delivered by representatives of the National Live Stock and Meat Board. So well announced and well prepared were the Cleveland meetings that two of the demonstrations had an attendance of over 1,100 women on each occasion.

In the above picture Miss Inez S. Willson, director of the National Live Stock and Meat Board's Department of Home Economics, is the central figure on the stage in the background. Miss Willson was in charge of the lectures. As she described the proper methods of selecting and cutting meats, the cuts referred to were made by D. W. Hartzell, demonstration specialist (in dark coat on Miss Willson's left), and by M. O. Cullen (the third figure on the stage).

tor of the department has maintained contacts with the home economics and foods and cookery departments of schools and colleges, and has supplied such departments with printed material and other information on the preparation and serving of meat.

Contacts also have been developed and maintained with supervisors of home economics teaching in a number of cities, with government officials, hospital dieticians, and with the home economics chairmen of women's clubs.

The director of the department has given lectures on the preparation and serving of meat, and has held meat cutting demonstrations before the home economics teachers and home economics classes of schools and colleges and similar groups.

Many of the students at such classes were potential teachers who later, as teachers in high schools and colleges, collectively taught and will teach perhaps hundreds of thousands of students. It is essential that such individuals know in a detailed and expert way how to prepare and use meat.

#### Hotel and Restaurant Market.

Considerable attention also has been given to the use of meat in restaurants and hotels.

Collectively, the hotels and restaurants of the United States utilize a great amount of meat. According to the recent census of distribution (taken in eleven representative cities), slightly more than one-fifth of every dollar expended for food is spent in restaurants for meals.

On account of the importance of the institutional outlets, the director of the Department of Home Economics gave a number of lectures and meat cutting demonstrations before groups of hotel and restaurant men, appeared before hotel training school classes, and wrote articles on meat for hotel and restaurant publications.

On one trip alone the director of the department appeared before the restaurant associations in Columbus, Toledo, Cleveland, Cincinnati, and Dayton, O., with audiences varying from fifty to three hundred.

Included in the lectures were suggestions that meat be cooked at low temperatures to avoid shrinkage; that certain cuts of meat need to be seasoned more generously than others, and that certain cuts of meat, properly cooked, can be made to take the place of higher-priced cuts with satisfactory results.

#### Educational Publicity.

Articles on the preparation and use of meat in hotels and restaurants and recipes for institutional use have been supplied to a number of restaurant

(Continued on page 61.)

## New Provision Stocks Data

### Institute Issues First of Semi-Monthly Provision Reports

The first of a new series of bulletins reporting the current situation as to provision stocks and livestock supplies was issued on April 30 by the Department of Organization and Accounting of the Institute of American Meat Packers, of which Howard C. Greer is director. The bulletin reports the provision stocks situation as of April 27, 1929, and subsequent bulletins will be issued twice monthly.

Regular issuance of these figures is assured by the participation of approximately 100 Institute members who have agreed to cooperate in supplying the necessary figures. This initial report was compiled from provision stocks reports received from 83 companies, it being estimated that these reports represent between 70 and 75 per cent of the total volume of the industry.

The bulletin just issued includes reports from 19 of the 25 largest companies in the industry. Since the first report was compiled and issued, several additional companies have signified their intention to cooperate in the future.

Regarding the first report, the bulletin states:

"The figures include stocks of all reporting companies, wherever located, either in private or public storage. They do not include, however, stocks in public warehouses held by non-packers. Steps may be taken later to secure figures on such stocks if advisable.

"The only comparisons possible at this time are with the figures of a year ago. In the Institute's next report (to be issued about the middle of May) comparisons will be made both with the preceding year and with the figures at the end of April."

The report gives the following data on stocks as of April 27:

#### Stocks of Pork Products.

"Total stocks of pork products, including lard, at the end of April were approximately 3.3 per cent less than a year ago at this time.

"Total provision stocks, exclusive of lard, are now 6.4 per cent lower than a year ago.

"Stocks of sweet pickled and dry cured meats and stocks of meats frozen for cure both show substantially lower quantities than at the end of April, 1928. Stocks of dry salt meats are larger than a year ago, and lard stocks continue substantially in excess of those on hand at this time in 1928.

The first complete report of provision stocks completed by the Institute of American Meat Packers as of the last Saturday in April, with comparisons for the same date last year, is as follows:

	(000 omitted)	Apr. 27, 1929.	Apr. 28, 1928.
Dry salt meats:			
Bellies	77,325	73,637	
Fat backs	28,208	23,194	
Other D. S. cuts	28,481	25,887	
Total D. S. meats	134,014	122,651	
Sweet pickle and dry cured meats (cured and in cure):			
Regular hams	107,452	146,305	
Skinned hams	103,511	104,415	
Picnics	39,083	35,777	
Bellies	56,789	52,049	
Other S. P. and dry cured cuts	19,895	20,056	
Total S. P. and dry cured meats	326,730	358,702	
Green frozen meats (for cure):			
Regular hams	12,106	17,445	
Skinned hams	6,417	8,010	
Picnics	14,681	10,410	
Bellies	117,558	158,688	
Other pork frozen for cure (not incl. pork loins, etc.)	11,035	9,829	
Total frozen meats	161,767	183,902	
Total all meat cuts	622,511	603,105	
Lard	109,723	91,861	
Total provisions, incl. lard	732,234	756,906	

#### TO ASSIST SECRETARY HYDE.

Rodger Ray Kauffman, Medicine Lodge, Kas., who has been assistant to the chief of the Grain Futures Administration of the Department of Agriculture since last August, has been appointed by Secretary Hyde as assistant to the Secretary of Agriculture. He succeeds F. M. Russell, who resigned recently to become vice-president of the National Broadcasting Co., a radio concern.

Mr. Kauffman was formerly secretary to Representative J. N. Tincher of Kansas. Upon Representative Tincher's retirement in March, 1927, Mr. Kauffman was appointed by Secretary Jardine as a special assistant to the Secretary of Agriculture, assigned to the office of the director of scientific work, Dr. A. F. Woods. There he had general supervision of the business operations of the emergency cornborer campaign.

At the close of this campaign Mr. Kauffman was appointed assistant to the chief of the Grain Futures Administration of the department.

#### KENNEDY-MURRAY CONVENTION.

The annual meeting of the Kennedy-Murray managers will open at the West Baden Springs Hotel, West Baden, Ind., on May 5 and will continue for several days. In addition to the usual business routine, a golf tournament is scheduled and the service department is to award prizes to the winners. Prizes are also to be awarded to the offices submitting the best advertisements which appeared in THE NATIONAL PROVISIONER during the past year.

See the "Wanted" page for bargains.

# Flat Frankfurters Are Popular with Customers

## Ingenuous Method of Preparing Well-Known Meat Product so It Will Fit the Bun Worked Out by Ohio Meat Man

We hear much these days about the need for better merchandising methods in the meat industry. As factors in this activity, packaging and wrapping, education of the public in meat matters, branding and trademarking and better selling are the points most frequently mentioned.

There is another factor, however, which the wise merchandiser will take into consideration. This is the marketing of old meats in new form.

The present wholesale cuts of fresh meats, and the form, shape and manner in which many cured meats and specialties are placed on the market, are largely the result of custom and convenience in processing operations. Customer preferences have been ignored in many cases. If this factor was given more thought and study, it is possible that the consumption of many products might be increased greatly.

It was not so very long ago that boiled hams were sold in their natural shape. Today few are so marketed. Some packer, at one time, conceived the idea of boning and shaping the ham, and today this custom is almost universally followed. An old meat was put up in a new form, and no one will deny that the marketing of the meat in this manner has increased the consumption of it.

### Makes Flat Frankfurters.

The first frankfurt was made round. Why? Probably because this was the most convenient form in which to manufacture it. Might not the consumer prefer it in some other shape, particularly for some uses?

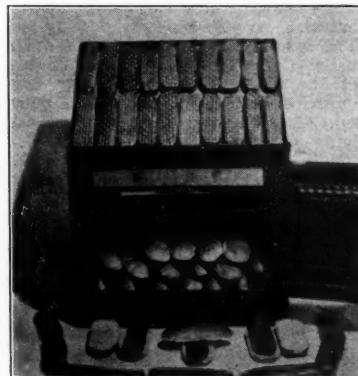
An old product in a new form is being marketed by the Willoughby Sausage Co., Willoughby, O. This is a frankfurt made flat instead of round. In all other respects this sausage is the same as the round one made by the company, but its introduction created somewhat of a sensation and the meat was a success from the start.

Probably the novelty of a frankfurt made flat instead of round had something to do with its initial popularity, but when used in sandwiches there is the element of convenience and appearance of the finished sandwich that, insofar as roadside stands, restaurants, lunch counters, etc., are concerned, jus-

tifies the extra expense of preparing these meats flat, it would seem.

### Popular Appeal Is Proven.

The accompanying illustration shows clearly the appearance of the finished meats. Jay M. Boyd, president of the Willoughby Sausage Co., states that the frankfurts were introduced to the public in sandwich form, being served at the leading bank and drug store of his city. In the first three hours, over



MADE FLAT TO FIT THE BUN.

Flat frankfurters have been placed on the market by the Willoughby Sausage Co., Willoughby, O. They are 5 in. long, stuffed in sheep casings and linked nine to the pound. The red-hot dispensing machine marketed by this company also is shown here. Below it is a compartment for keeping buns moist and warm. The cooking plate, heated by electricity, is at the top. Twenty sausages can be cooked at one time.

one thousand of the sandwiches were sold.

The frankfurts are made nine to the pound. They measure 5 in. long and are stuffed in sheep casings. Needless to say, they are of the highest quality.

The illustrations also show a convenient machine for cooking the frankfurters and keeping buns hot for use in restaurants, roadside stands, etc. The machine holds twenty flat frankfurters and is heated by electricity.

### MEAT PACKING IN WISCONSIN.

Meat packing ranks fifth among Wisconsin's industries, according to a recent census of manufactures for 1927 in that state, which ranks fourteenth as a meat packing state. Nineteen plants reported for 1927, with a total production valued at \$75,793,912, compared with 18 plants and production

valued at \$70,793,049 in 1925. The statistics show that out of every dollar received for packinghouse products in Wisconsin, 88 cents goes to the producer for meat animals and approximately one-half the remainder for wages.

### PRIZES FOR YOUNG BREEDERS.

For several years, in an effort to stimulate interest in better breeding, the Committee on Improved Live Stock Production of the Institute of American Meat Packers, of which E. N. Wentworth is chairman, has awarded prizes in the form of medals to boys' and girls' club exhibitors of best bred animals at the various livestock shows held throughout the country.

The purpose of these prizes is to recognize the pure bred sires, and they are awarded to boys and girls who exhibit animals showing the most typical characteristics of the breeds in question. It is not the purpose of these prizes to recognize fancy points above meat qualities, as meat production is the first essential of each of the breeds of pure bred animals for which prizes are offered.

At the Southwest American Live Stock Show, held recently at Oklahoma City, Okla., seven medals were awarded to the winning exhibitors of best bred animals.

Medals were also awarded at the Southwestern Exposition and Fat Stock Show, held March 9-16, at Fort Worth, Tex.

Another livestock show at which medals were to be awarded was the Louisville Spring Lamb Show, held annually at Louisville, Ky.

The Committee on Improved Live Stock Production also awarded two silver loving cups to winners of the Ninth Annual Judging Contest, held at the University of Illinois, Urbana, Ill., on April 13. Lyle F. Shoot, chairman of the 1929 contest, says concerning this event:

"Each year these contests have increased in popularity until now they are much talked of affairs among the students. The value of these contests toward the improvement and advancement of good livestock should not be overlooked by those with an interest in this field."

### Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

#### "SERVICE CHARGE" CONDEMNED.

In its decision in the case of Strauss & Adler vs. New York Central Railroad, et al., and related cases, released April 29, the Interstate Commerce Commission held that it has full jurisdiction on the reasonableness of the charge. The Commission condemned the charges being collected at Pittsburgh and Buffalo as in violation of Section 6 of the Interstate Commerce Act.

This proceeding involves a number of attacks made on behalf of Eastern packers who have been compelled to pay this charge for years whenever their stock was fed en route. The decision holds the exaction of the charge to be in violation of the law. Hence *every packer should refuse to pay any part thereof at those yards until the Commission finally determines what constitutes a reasonable charge for the service.*

The decision discusses at length the law under which the Commission assumes jurisdiction, and leaves no doubt as to its intention to compel the publication of the charges as required by the act. It also holds the case open for further hearings to determine the proper charges to be collected, which is the customary proceeding.

#### WESTERN LIVESTOCK RATES.

The Eastern Meat Packers' Association, cooperating with the Kennett-Murray Livestock Buying Organization, has filed a 33-page brief in opposition to the attempt of the western carriers to increase livestock rates from St. Paul, Sioux City, Omaha and other western points to all packing centers east of the Indiana-Illinois state line.

Geo. A. Casey, secretary of the Eastern Meat Packers' Association, collaborated with C. B. Heinemann, service manager of the Kennett-Murray organization, in the protest against the rates and in the filing of the brief.

The protestants jointly represented comprise a group of 73 packers in addition to the Kennett-Murray offices at Omaha and Sioux City. R. J. Colina, manager of the Kennett-Murray house at Omaha, was present at the Kansas City hearing and opposed the advance with great vigor.

The brief points out that the patronage of the eastern packer is highly essential to the success of the western markets, and that the proposed advance would drive out much of this buying to the direct detriment of the producers. It also points out that the livestock for this trade is the cream of livestock traffic.

The brief urges, moreover, that by

every test commonly applied to livestock rates, the present rates are already too high and that it is unthinkable that further advances should be saddled upon the industry.

#### REHEARING ON EASTERN RATES.

The Interstate Commerce Commission has assigned for further rehearing the case of Independent Slaughterers' Traffic Association, et al., vs. New York Central Railroad Co., et al., I.C.C. Docket 16746 and related cases. The rehearing will take place at the Hotel Pennsylvania, New York City, on May 16, 1929, at 9 a. m. standard time.

Examiners Stiles and Parker are to hear the case, which is merely a continuation of the case which brought about a reduction in the livestock rates from Western markets to points in the East. The carriers are expected to completely cover their additional evidence at this hearing, and a later date will be assigned for the complainants' rebuttal.

The case is now in the federal courts but the Commission probably will expect the carriers to submit any cost of service data they may have compiled. The Kennett-Murray Livestock Buying Organization, which has been active in the case since 1925, will be represented at the further hearings.

#### APRIL MEAT AND LIVESTOCK.

There was a fairly good demand for pork products during the last half of the month just closed, but the trade was rather slow during the first two weeks, according to a review of the meat and livestock situation issued by the Institute of American Meat Packers. Wholesale prices of the principal pork cuts showed little change for the month as a whole, and continue relatively low as compared with prevailing hog prices.

The dressed beef trade was unsatisfactory, owing to the higher prices paid for live cattle.

In the export trade, there was a much better demand from the United Kingdom for meats from stocks already landed and for future shipment. The demand was quite active during most of the month. Prices were satisfactory, being fully on a parity with domestic prices. The trade was helped to some extent by the light Continental receipts.

#### Lard Trade Shows Dullness.

The lard trade with the United Kingdom was dull throughout the month, with prices under parity with the Chicago market. The Continental lard trade also was dull during most of the month, but there was some active buying of lard from landed stocks during the first part of the period.

In the domestic market, prices of fresh pork increased somewhat at wholesale immediately after the first of the month and then declined, but the decline was regained later in the month. A fairly good volume of product moved into consumption.

The smoked meat business was quiet

(Continued on page 57.)

### Financial Notes

News Notes and Practical Pointers on the Money Side.

#### GOBEL QUARTERLY EARNINGS.

Adolf Gobel, Inc., and subsidiaries, including Jacob E. Decker & Sons, Inc., report for the first quarter of this year a net profit of \$414,733, after interest and depreciation but before federal taxes. After taxes and provision for dividends on preferred stocks of subsidiaries and minority interests, net profits applicable to dividends on Gobel common stock amounted to \$314,964, equivalent to 78 cents a share earned on 404,357 shares outstanding. Sales for the three months were \$13,018,000.

#### FINANCIAL NOTES.

Directors of the Continental Can Co., Inc., have authorized the sale to stockholders of approximately 152,917 shares of common stock at \$60 a share. Holders of either preferred or common shares of record May 3 may subscribe to the amount of 10 per cent of their holdings, the rights to expire on May 23.

A new issue of \$2,500,000 National Food Products Corp. bonds, part of an authorization of \$4,000,000, will be marketed shortly.

#### PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on May 1, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on April 24, or nearest previous day, were as follows:

	Sales	High	Low	Close
Wk. ended	May 1.	May 1.	May 1.	May 24.
Allied Pack...	3,300	.75	.66	.75
Do S. Pfd.	100	8	8	8
Amal. Leath...	600	6	6	6
Do Pfd.	100	57	57	57
Am. H. & L.				
Pfd. ....	900	31 1/2	31 1/2	31 1/2
Armour A ...	12,500	12 1/2	12 1/2	12 1/2
Do B ...	14,400	7	6 1/2	6 1/2
Do Pfd. ....	1,000	78	78	77 1/2
Do Del. Pfd.	100	28	28	27 1/2
Barnett Leath...	1,000	17	16 1/2	16 1/2
Beechum Pack...	1,300	80	85	88
Chick. C. Oli...	1,000	42 1/2	42 1/2	42 1/2
Gooday Pack...	2,900	54	54	54
First N. Strs...	11,900	60 1/2	68 1/2	68 1/2
Gould Co. ....	69,600	52 1/2	49 1/2	50 1/2
Gt. A. & P. Pfd...	200	115 1/2	115 1/2	117 1/2
Hormel, G. A. ....	2,450	51 1/2	50 1/2	51 1/2
Hygrade ...	700	37 1/2	37 1/2	37 1/2
Kroger ...	24,800	95 1/2	93	94 1/2
Libby McNeill ...	14,300	13 1/2	11 1/2	13 1/2
Mayer, Oscar ...	200	14 1/2	13 1/2	13 1/2
Do 1st Pfd. ....	25	107	105	105
Do 2nd Pfd. ....	50	108 1/2	106 1/2	106 1/2
Miller & H. Pfd...	380	47	46 1/2	47
Morrill, John ...	14,400	72 1/2	70 1/2	70 1/2
Nat. Leath. ....	3,000	3 1/2	3 1/2	3 1/2
Nat. Tea, New ...	28,500	84 1/2	79 1/2	83 1/2
Safeway Strs. ....	16,400	172	166 1/2	172
Do 6% Pfd. ....	170	95 1/2	95	95
Do 7% Pfd. ....	190	105 1/2	105 1/2	104 1/2
Swift & Co. ....	750	130	120	120
Do Int. ....	1,800	33 1/2	33 1/2	32 1/2
Truax Pork ...	700	48 1/2	46	46
U. S. Leath. ....	5,700	23 1/2	23	23
Do A ...	3,400	44 1/2	42 1/2	42 1/2
Do P. Pfd. ....	900	94	94	94
Wesson Oil ...	13,000	46	44	44
Do Pfd. New ...	4,800	68	66 1/2	66 1/2
Wilson Co. ....	500	9	9	8 1/2
Do A ....	100	18 1/2	18 1/2	18
Do Pfd. ....	1,300	62	60 1/2	60 1/2

# THE NATIONAL Provisioner

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## Packer and Price Cutting

Packers say it is impossible under present conditions and prices to make money on hams.

To the packer who produces the green ham, the market offers a loss if the product is sold fresh.

If he buys a pickled ham and smokes it, he thereby loses.

If he attempts to produce a smoked ham from his green hams, he stands to lose at present prices.

Admittedly, packers have been paying more for hogs than they can get out of them in the current product market. They are buying hogs at present price levels, first to supply their fresh pork trade, and second in the hope that when their cured product is ready the price level will have shown considerable improvement.

Depression in the market for this and other products is attributed to price cutting and dumping. Perhaps each price cutter has his own reason for his action—and that is much more important to him at the moment than any effect his action has on the trade.

But he seldom thinks of the effect his price cutting has on the future success of his own business. As one business man has said, price cutting is like trying to find the bottom of a well to which there is no bottom.

It is surprising that so many packers think of using price cutting tactics to meet competition, rather than quality product and sales effort. One packer, after attempting to enter a Southern city recently and meeting with considerable resistance, resorted to price cutting. His sales efforts had been faulty and his price cutting tactics cost him and the entire trade in that city a lot of money.

Profit margins in the meat packing industry are too narrow to permit of price cutting. The hazards of seasonal supplies of raw product and changing consumer demand are quite sufficient to be coped with in any good merchandising scheme. The sooner price cutting practises are outlawed the better it will be for the entire industry—including the price-cutter.

## Can I Use It?

The experience one gains by his own efforts may or may not be valuable, but there is no denying the fact that it is, in most cases, expensive.

On the other hand, the experience of the other fellow may just as valuable as one's own, but it has the attraction that it costs little or nothing.

Many business men have not learned this fact. They work and strive to bring economies into their business, to eliminate waste, to devise new methods and processes and to merchandise more efficiently. They make slow progress, in many cases, because they do not take advantage of what the other fellow has found out. They learn of things and see things they could use to advantages, but fail to make use of them.

"How can I use that in my business?" is a question every packer might well ask himself regarding everything he sees, hears or reads. For there are many devices, methods and processes in use in other industries that might be put to profitable use in the meat industry.

A device developed in Europe to simplify surgical operations is being tried

out in a meat plant in this country. With some minor changes, it bids fair to revolutionize a major packing plant operation.

High-pressure washing was developed as a quick, easy, economical method of washing automobiles. It is finding many uses in the meat packing plant.

One packer is making a survey of other industries. He is studying methods and equipment used in them with a view to finding better and more economical ways of performing some operations in his plant. If possible he is going to capitalize on the experience of the other fellow.

## Selling Mass Buyers

Many factors are entering these days to disturb the orderly routine of meat selling and meat distribution. In fact, conditions are changing so rapidly that the meat industry is finding it difficult to adjust itself to them. Today it is generally recognized that to sell more efficiently and distribute more economically are two meat industry problems of major importance.

One of the most puzzling new factors the meat plant sales executive must master is that of reorganizing and readjusting his sales force to meet the rising tide of mass distribution.

Salesmen who have been trained and who have gained their experience in the hand-to-mouth buying era selling to independent retailers must learn how to approach and sell the mass buyer on a profitable basis. They cannot do this with the methods they have used with the small buyer.

One packer is approaching this situation in a revolutionary way. He has organized a department to deal with mass buyers, particularly the chain stores. Although he has made no statements as to how this department will be operated, it is understood that it will have its own salesmen who will be trained in the work.

It may not be difficult to get and keep chain store accounts, but to get and keep them on a profitable basis is another story. Order taking and haphazard sales methods will not do it; the highest type of salesmanship will be none too good.

# Practical Points for the Trade

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## Slime on Sausage

Slimy sausage is a difficulty experienced by a good many sausage makers, and it seems to become more prevalent with warm weather.

An Eastern manufacturer who is having this trouble writes as follows:

Editor The National Provisioner:

We are having trouble with our smoked sausage. Our one-pound packages get slimy in three days and those packed in five and ten-pound cartons in about four days.

We use fresh bull meat and cure with salt-peter and salt seven to nine days. The pork trimmings are from our own slaughter, used fresh, as we do not cure these. The above is used in proportions of 50-50. We are using ready-mixed spices. We use sal soda to flush casings, smoke 1½ to 2 hours to color, and cook ten minutes after smoking. We keep our sausage ice box at 38 to 42 degs.

It should be noted that the one-pound packages slime on the outside of the sausage as well as on the inside.

Can you make any suggestions to remedy the trouble?

The following method of handling is suggested as an important means of preventing slimy sausage.

The bull meat should be fresh cut in small pieces and cured for 8 to 10 days with

2½ lbs. salt,  
8 oz. sugar, and  
3 oz. salt-peter  
to 100 lbs. of meat.

The curing materials should be well mixed with the meat and the meat dry packed in a clean tierce or barrel and tamped solidly to exclude air pockets.

The temperature of the meat when packed should not be over 38 degs. F., and it should be held in a curing room at a temperature of 38 degs. F.

It is good practice to grind the bull meat through the 1-in. plate of the grinder for uniformity. A small amount of sweet pickle may be added to the meat while packing.

Pork trimmings should be cured the same as the bull meat.

After the bull meat is cured, some fresh fat pork trimmings may be used in frankfurts, by adding it to the bull meat in the silent cutter after it has been finely chopped. This will make the sausage juicy and of good texture.

For a good grade of frankfurts, use about 30 to 35 lbs. of bull meat, 35 lbs. lean pork trimmings and 30 lbs. fat trimmings.

Another method is to cure and use the meat as mentioned by this inquirer but hang the sausage after it is stuffed in a cooler of 38 degs. F. until the next day, then smoke. This gives all the meat time to cure, and the sausage will have a nice red color which will not turn yellow or green inside.

It is not necessary to use sal soda in the water with which the casings are flushed, if they have been well soaked.

To smoke, start with a temperature of 115 degs. and gradually increase the heat to 150 degs. F., using either steam coils or wood fire. There should be no smoke in the house until the casing is thoroughly dry, then add sawdust and smoke until a good color is obtained.

Cook at a temperature of 155 to 160 degs. F.

Smoked sausage should be hung in a dry cooler of 45 to 50 degs. F. until chilled before packing.

If sausage is dry when packed and made as suggested, there should be no trouble as to color and keeping qualities without mould.

## Measuring Hog Bungs

An Eastern casing dealer asks for specifications on hog bungs. He says:

Editor The National Provisioner:

Kindly give us the exact measurements of a hog bung to be considered an export, and also the measurements of a large prime. In what manner and at what point is the bung measured?

There is some variation in the diameter measurement of a hog bung to be considered an export bung. This varies with different producers and different handlers. Some require that the export bung be over 1½ in. diameter, others that the bung be 1-13/16 in. in diameter when inflated, and measured by the gauge, approximately 18 to 24 in. from the crown.

The general appearance of the bung from that point to the crown is a guide as to the kind of a bung it will make.

The bungs should be perfect as regards crown scores, reasonably perfect as regards tail scores, and free from holes 32 inches from the crown. In case there is a hole 32 in. from the crown and the tail of the bung is still on, the bung may be included with the exports, but no bung should be graded as export that is less than 36 in. in length. Bungs should be full length whenever possible.

Large prime bungs vary in diameter measurements from 1½ to 1¾ in. in some houses to 1-10/16 to 1-13/16 in others. The same rules as to selection, quality, etc., apply as to export bungs.

## To Freeze Carcasses

A Western market company asks for the best practice in freezing bulls, lambs and veal. They write as follows:

Editor The National Provisioner:

At certain times during the year we have a surplus of veals, bulls and lambs. Last fall we froze a considerable quantity of each, and have been holding them at a temperature of about 14 to 20 degs.

Does it make any difference if the veal is put in with the hide on, or should it be skinned and split and stored in halves?

Is there any advantage in thawing out quickly after the carcasses are taken out of storage, or would it be better to let them hang for three or four days and thaw out gradually?

We have found that there is a shrinkage of about 8 lbs. in a 150-lb. veal stored in September and taken out four to five months later. Is there any way to lessen this shrink?

Any information you can give us will be greatly appreciated.

In freezing carcasses such as those to which this inquirer refers, the product should go into the freezer in a strictly fresh condition, and not later than the day after slaughter. Freeze at a low temperature, as much below zero as possible. Then store at a temperature of 10 degs. above zero, avoid-

## Making Sausage

Sausage-makers, small or large, are invited to use this department of THE NATIONAL PROVISIONER in obtaining information concerning the formulas, methods or details of operation. Questions will be answered promptly and in as full detail as possible. General articles on the subject of sausage-making also will be published from time to time.

Address your inquiries, suggestions or criticisms to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

ing fluctuation in this holding temperature.

This inquirer has been holding his product at 14 to 20 degs. above zero. This is a little high, because the product shrinks more at these temperatures. The shrink of 8 lbs. on a 150-lb. veal is too much. The shrink should not be more than 3 per cent, and will be reduced by a lowering in the storage temperature.

The veal should be skinned, wrapped in parchment paper and either burlap, muslin or heavy cheese cloth bagging to exclude the air, and then hung up to freeze. If it is put in the freezer with the skin on, the skin will dry out so much that it will be difficult to get off.

When thawing out, the product can be taken out of the freezer and hung in the cooler with the wrappings on, as these wrappings would help to avoid the condensation of moisture on the meat.

Lamb and beef may be handled the same as veal, so far as wrapping, freezing, storing and thawing are concerned.

## Glazing Bacon and Hams

A packer in the Northwest wants to know how to prepare a good gelatine covering for hams and bacon for the northern trade. He says:

Editor The National Provisioner:

We would like to know how to glaze bacon and hams. What we really want to do is to gelatine bacon for our northern trade.

The following formula may be used in preparing a gelatine covering for bacon such as this inquirer requests:

Edible gelatine, flaked or

ground	25 parts
Glucose	35 parts
Water	40 parts

Place the gelatine and glucose in an inner kettle of a double boiler, and mix. The water in the outer kettle should be somewhat higher than lukewarm.

Add the water, mix well and raise the temperature of the outer water gradually to not less than 130 degs. F. and not over 150 degs. F. The temperature should be carefully watched and kept within a range of 130 to 150 degs. for 1½ to 2 hours for a bulk of 200 lbs.

The proportion of gelatine and glucose may be varied considerably from that given, if desired. A less substantial and tough product results from the use of a larger quantity of glucose in proportion to the gelatine.

After the smoked meat cuts have been carefully wiped to remove all surplus grease, salt, etc., they are dipped into the mixture momentarily, withdrawn and hung up so the surplus coating will drip off and be recovered.

This formula will produce a transparent, resilient and amply tough envelope to successfully resist any handling to which such cuts are subjected.

A vegetable coloring matter may be added to this mixture if desired.

## Cooking Liver Sausage

An Eastern manufacturer of meat specialties asks regarding water temperatures and the proper time for cooking liver sausage made of all fresh meat. He says:

Editor The National Provisioner:

At what temperature does water start to boil? Also at what temperature does the water evaporate into steam.

What temperature would you recommend to cook liver sausage made of all raw meat?

The temperature at which water boils depends on altitude. At sea level, water boils at 212 degs. F. and begins giving off steam at the same time. This can easily be tested by using a thermometer registering the higher temperatures. The inquirer can find at exactly what degree the water boils at the altitude of his own location.

Liver sausage, the ingredients of which have not been cooked before stuffing, should be put in boiling water, and the temperature then reduced to 180 degs. The sausage is cooked at this temperature for 2 to 2½ hours or until it floats for 15 to 20 minutes.

When made of all fresh meat, liver sausage will not float when first put in boiling water. After cooking, the smaller and thinner pieces will float first. These should be removed after they have floated for the specified time and before the larger pieces are fully cooked.

## PACKERS SELLING PORK CHOPS.

Pork chops are now being marketed as such by some packers in the Central West. In some cases the chops are packed in pails, 6 lbs. to the unit.

Marketing loins in this manner, it is claimed, will broaden the packer's market. Delicatessen stores and small grocery stores that are unable to employ a meat cutter, or which have no facilities for cutting meats, are now potential customers for this merchandise.

And, it is reported, if the experiment of marketing chops is successful, the next step will be to try out other consumer cuts.

## GERMAN CASINGS MOVEMENT.

Imports of sausage casings into Hamburg, Germany, during 1928 totaled 89,041,589 lbs., according to consular reports to the U. S. Department of Commerce, compared with 84,056,989 lbs. the previous year. Exports of casings totaled 12,949,820 lbs. last year, against 12,976,276 lbs. the year before.

## Brands & Trade Marks

In this column from week to week will be published trade-marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

**Arnold Bros.**, Chicago, Ill. For hams; lard; smoked beef, veal, pork and lamb; fresh beef, veal, pork and lamb; bacon; sausage; mincemeat, etc. Trade mark: ARBRO. Claims use since March 26, 1926. Application serial No. 265,359.

**Schloss & Kahn Grocery Co.**, Montgomery, Ala. For potted meat, Vienna sausage, pickled pigs' feet, mayonnaise,

*Alabama Maid*

etc. Trade mark: ALABAMA MAID. Claims use since Apr. 12, 1924. Application serial No. 268,820.

**Mission Provision Co.**, San Antonio, Tex. For smoked hams, bacon and sausage, etc. Trade mark: PILGRIM. Claims use since July 1, 1921. Application serial No. 255,120.

**San-A-Way Sales, Inc.**, Buffalo, N. Y. For electrical food-cooking ovens. Trade

**"SAN-A-WAY"**

mark: "SAN-A-WAY." Claims use since June 25, 1928. Application serial No. 270,861.

**La Societe a Responsabilite Limitee Conserveries Emile Chemin**, Paris, France. For canned pork, canned tripe, etc. Trade mark: CAPITAINE COOK. Claims use since 1877. Application serial No. 267,594.

**Longino & Collins, Inc.**, New Orleans, La. For smoked hams, shoulders, butts, bacon, bacon squares, sausage,

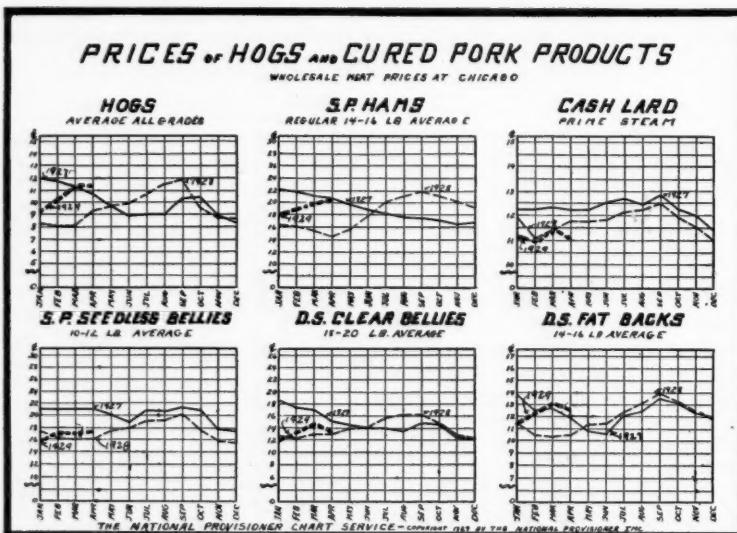
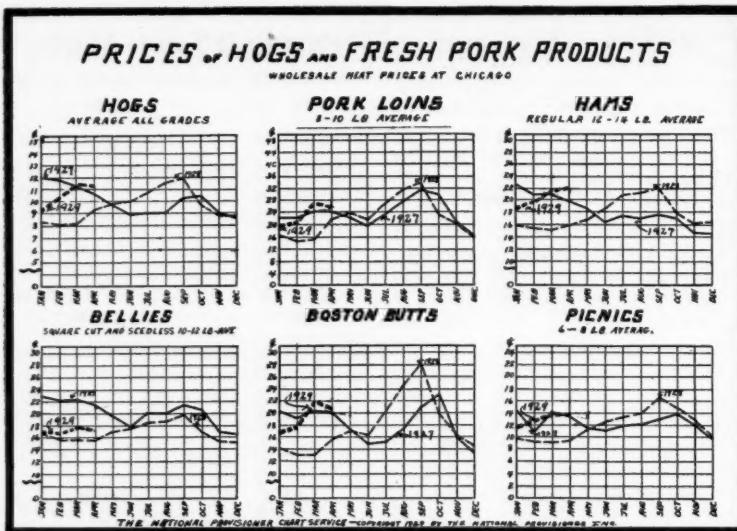
*LONGINO'S*  
*Tasty*

boiled ham, etc. Trade mark: TASTY. Claims use since Sept. 1, 1926. Application serial No. 255,296.

**Western Meat Co.**, San Francisco, Calif. For bacon, picnics, compound shortening. Trade mark: ARROW. Claims use since May 27, 1908. Application serial No. 274,486.

### LABELS.

**John Morrell & Co.**, Ottumwa, Ia. For butter. Label: MORRELL'S YORKSHIRE FARM. Published Sept. 7, 1928. Registry Nos. 35,174 and 35,175.



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trends of prices of fresh and cured pork products and live hogs at Chicago for the first four months of 1929, compared with the two previous years.

Most green product prices, which moved steadily upward during the first three months this year, took a turn downward during April, in general following the drop in live hog prices. At no time, however, did they sell on a parity with the cost of live hogs. Packers complained of heavy cutting losses all through the month. With the exception of sweet pickled product, cured products also showed price declines. Price trends for both hogs and product show some slight relationship to 1927 but none to 1928.

#### Fresh Pork Products.

**Loins.**—Hog receipts in April were considerably less than in March, and although the average price of loins declined, prices advanced the last half of

the month on moderate supplies and improved demand. Considerable activity developed in frozen loins in carlots. Eastern and other outside markets also showed improvement.

**Hams.**—Light green hams advanced and held firm on a broad export trade on similar averages cured, which necessitated considerable buying of light green joints by exporters to supply foreign demand. Heavy green hams followed this advance on a rather light production and the prevailing high cost of live hogs. The market for hams in general shows a slight weakness at this time.

**Bellies.**—Trade in green and frozen clear bellies was comparatively quiet during the month. Supplies have been fairly plentiful, resulting in only moderate demand. However, during the latter half of April a decided improvement in the sliced bacon trade de-

veloped, giving considerable encouragement to holders.

**Boston Butts.**—This product followed the general trend of pork loins during April, and although the average price declined, a very active trade made itself felt. Local demand was especially good. The slight decline in price was occasioned by surprisingly heavy hog arrivals from time to time.

**Picnics.**—Green picnics ruled very firm during the month, with a broad trade through chain store channels acting as a substitute for the slackness in Boston and boneless butts because of price differentials. Heavy green picnics were disposed of very advantageously through sausage room channels in supplying urgent demand for lean pork trimmings.

#### Cured Pork Products.

**S. P. Hams.**—Light S. P. regular hams were active and firm in sympathy with the Liverpool market, which was considerably above our parity. Tremendous quantities worked for export, prompt and deferred shipment, which helped to absorb stocks as they reached cured age. This movement was instrumental in maintaining steady domestic prices. Heavy S. P. regular hams were comparatively quiet during the month, due to an unseasonableness.

**S. P. Bellies.**—A fair demand for dry cured bellies was in evidence during April, but very little activity appeared on S. P. bellies. Heavy quantities were processed through smokehouse channels and absorbed through regular trade.

**D. S. Bellies.**—This product showed some decline during the month due to the southern territory being late in opening up. There being no appreciable local demand, prices declined account of rapid accumulation of stocks which should be absorbed later when the cotton picking season in the South opens.

**D. S. Fat Backs.**—A fairly good export trade came out for D. S. fat backs during the winter packing season and as late as April. However, this trade was not sufficient to absorb accumulations, resulting in a fair setback in prices.

#### Lard and Hogs.

The trade in lard during the month was largely on a consigned basis, with considerable activity at Continental ports. The United Kingdom was comparatively quiet as a demand factor. Lard still rules about 85 cents a hundredweight under the top price for live hogs. This feature induced considerable more buying than usual earlier in the year by the corn element. Lard stocks still are liberal compared with former years.

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# Provision and Lard Markets

## WEEKLY REVIEW

### Prices Weak—Liquidation Continues—Demand Unsatisfactory—Hog Movement Larger.

Liquidation in the lard market was again very active, with prices down to new low levels for the season. The pressure on the May delivery continued very pronounced. The discount of the May under July widened to the greatest spread of the season. The fact that the low prices did not bring in a large investment demand was thought to be due possibly to a feeling of uncertainty as to how far the liquidation would carry the market. From the high point of the season, the break in the May lard has carried the market down 132 points.

The conditions in May lard are quite interesting, and the trade has been looking forward to the first of the month statements of lard stocks as proof that the distribution was not being improved by the lower range of values. The decline in lard and the weakness in ribs and other meats had some effect on the price of hogs.

The average price of hogs was down to \$11.40 last week. Prices rallied a little during the week, but showed a continuation of distinct pressure. The receipts of hogs at the principal points for the past week were slightly more than last year.

### Livestock Prices Higher.

With the May lard liquidation possibly over in the future markets, the next important factor which may have an effect is whether the products sold went into weak or strong hands.

The department of agriculture has issued a very interesting comparison of prices of live stock as received by farmers in April, compared with the corresponding months in previous years, and the averages.

The comparison shows higher prices during April, 1929, than a year ago for meat animals. The comparative figures of prices received and the comparative figures on index numbers:

### COMPARATIVE LIVESTOCK PRICES.

5-year av.,

Aug., '09 Apr.

to av., '10 Apr.

July, '14 to '14. 1928. 1929.

	Aug., '09	Apr.	to av., '10	Apr.	Apr.
Hogs per 100 lbs...	7.23	7.59	7.75	10.20	
Beef cattle, cwt...	5.22	5.50	8.92	9.53	
Eggs, calves, cwt...	6.75	6.76	11.18	12.10	
Lamb, 100 lbs...	5.91	6.40	12.73	13.36	
Sheep, 100 lbs...	4.56	5.07	8.11	8.43	
Eggs, doz...	21.5	16.8	22.8	23.0	
Butter, per lb...	25.5	25.1	44.0	44.4	
Butterfat, lb...	.....	.....	45.4	46.5	
Wool, lb...	17.7	18.0	35.6	33.8	
Chickens, live, per lb...	11.4	11.6	20.8	23.8	

### INDEX NUMBERS.

Farm price index...	100.	102.	140.	138.
Grains.....	100.	100.	144.	120.
Meat animals.....	100.	105.	142.	164.
Dairy and poultry.....	100.	95.	134.	138.
Poultry.....	100.	99.	139.	142.
Cotton and cotton-seed.....	100.	83.	121.	127.
Unclassified.....	100.	101.	154.	152.
Prices paid by farmers.....	100.	102.	85.	88.
Corn-hog ratio, U. S. 5 bu.	12.2	8.4	11.7	
Corn-hog ratio, Iowa 5 bu.	15.2	9.2	14.2	

The report of the Department of Agriculture on meat production for February and for two months ended February showed a decrease for the two months, in round figures, of 5,000,000 lbs., and a decline from the aver-

age of 61,000,000 lbs. Veal production decreased 5,000,000 lbs. from last year, and 10,000,000 lbs. from the 3-year average. Hog products production decreased 209,000,000 lbs. from last year, but increased 166,000,000 lbs. over the previous 3-year average. Mutton production decreased 7,000,000 lbs. from last year, and 3,000,000 lbs. from the average.

### April Export Movement Good.

As compared with last year the total production of animal products decreased 227,000,000 for the two months. Such decrease, if continued, should ultimately have a distinct bearing on the price level and general situation.

The fact that such a decrease in product of all kinds during the two-month period has been accompanied by a general decline of price levels, particularly on hog products, has been a very unsatisfactory development for packing interests. It has been claimed that they were so confident of a general reduction in supplies and of an improving market as a result of such decrease that they generally took the bull side of the market in an important way.

The export statement for March and for three months ended with March shows a small increase in exports of beef products, but a general decrease in exports of pork products, although the decrease was not important. For three months the exports of lard decreased 4,000,000 lbs. but for the period January 1 to April 21 the decrease in lard exports has been only 3,000,000 lbs., showing improvement in April. In the same way, while hams and shoulders decreased 4,000,000 lbs. for the three months, there was an increase in April, so that the total to April 21 gained 3,000,000 lbs. The export of bacon for three months decreased 2,000,000 lbs., but for the period to April 21 increased 1,000,000 lbs. These April increases possibly reflected the lower prices.

**PORK**—The market was quiet and fairly steady at New York. Mess was quoted at \$32.50; family, \$35.00; fat backs, \$27.00@\$30.00.

**LARD**—A fair domestic and export trade was reported in lard, but the decrease in the Chicago stocks during April was small and disappointing. At New York, prime western was quoted at 12.00@12.10c; middle western, 11.85@11.95c; refined Continent, 12½c; South America, 13c; Brazil kegs, 14c; compound, car lots, 11½c; less than cars, 11½@11½c.

At Chicago, demand was reported moderate, with regular lard in round lots quoted at May price; loose lard, 70 under May; leaf lard, 62½c under May.

**BEEF**—The market was steady and demand moderate. At New York, mess was quoted at \$26.00; packet, \$25.00@27.00; family, \$28.50@30.00; extra India mess, \$42.00@45.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

*See page 42 for later markets.*

### Stocks at Seven Markets

Stocks of meat at the seven principal markets of the country showed an increase of 23,000,000 lbs. during the past month, but on May 1 still were 12,000,000 lbs. under those of a year ago.

Lard stocks also showed an increase, nearly 2,000,000 lbs., over the previous month, but the increase was less than from March to April. Present stocks, however, still are greater, by over 2,000,000 lbs., than the heavy stocks of May 1, 1928.

All meats, with the sole exception of S. P. bellies, showed an increase in stocks. S. P. meats furnished the principal increase, on May 1 being some 17,000,000 lbs. greater than a month ago. Hams alone increased 9,000,000 lbs., although prices held fairly steady on a good demand, particularly for export. Skinned hams increased 7,000,000 lbs.

The increase in D. S. bellies, 3,000,000 lbs., is held to be due chiefly to backward season in the South. S. P. bellies showed a decline of 6,000,000 lbs. following heavy absorption through smokehouse channels, and still are below stocks of a year ago.

In general, the situation in cured meats is less firm than a month ago, although lower average prices during April may help in moving out a satisfactory volume of the present heavier accumulations.

Stocks of meat and lard at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on April 30, 1929, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Apr. 30, 1929.	Mar. 31, 1929.	Apr. 30, 1928.
	Lbs.	Lbs.	Lbs.
Total S. P. meats.....	216,356,625	199,444,834	230,679,642
Total D. S. meats.....	86,878,968	84,176,494	86,909,180
Total all meats.....	329,613,902	306,152,208	341,844,175
P. S. lard.....	101,889,758	102,611,323	99,960,073
Other lard.....	22,841,634	20,446,876	22,402,162
Total.....	124,731,392	123,058,198	122,362,235
S. P. reg. hams.....	69,237,009	60,727,733	87,085,475
S. P. sknd. hams.....	56,922,073	49,413,347	60,005,846
S. P. bellies.....	55,988,085	61,209,008	57,884,886
D. S. bellies.....	68,014,406	64,608,819	63,920,279
S. P. picnics.....	33,762,919	27,012,683	26,328,712
D. S. fat backs.....	18,634,967	15,914,024	15,860,417

### DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended April 29, 1929, were 4,499 metric tons, according to cable advices to the U. S. Department of Commerce, all to England.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended April 27, 1929:

## HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Jan. 1,	'29 to		
	Week ended	Apr. 27,		
	Apr. 27,	Apr. 28,	Apr. 29,	
	1929.	1928.	1929.	
M lbs.	M lbs.	M lbs.	M lbs.	
Total	1,046	2,105	586	34,132
To Belgium				
United Kingdom	934	1,867	449	26,430
Other Europe				587
Cuba	8	30	51	2,240
Other countries	104	208	86	4,640

## BACON, INCLUDING CUMBERLAND.

Total	4,323	3,492	2,521	50,803
To Germany	48	229	18	2,651
United Kingdom	3,492	2,931	2,331	26,163
Other Europe	666	195	129	15,986
Cuba	32	8	25	3,864
Other countries	730	878	1,080	41,619

## LARD.

Total	13,030	12,460	12,001	279,737
To Germany	3,202	3,954	5,154	75,073
Netherlands	1,046	821	357	13,518
United Kingdom	5,104	5,360	2,858	81,082
Other Europe	1,190	561	812	31,764
Cuba	1,659	1,086	1,740	26,071
Other countries	730	878	1,080	41,619

## PICKLED PORK.

Total	136	175	292	13,100
To United Kingdom	19	80	43	2,218
Other Europe	...	9	10	1,167
Canada	75	39	113	2,925
Other countries	42	47	126	6,856

## TOTAL EXPORTS BY PORTS.

Week ended April 27, 1929.

Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.	
Total	1,046	4,323	13,080	13,100
Boston	25	380	369	...
Detroit	380	335	369	...
Port Huron	45	123	144	70
Key West	3	...	1,231	4
New Orleans	24	37	1,167	31
New York	215	3,779	8,976	19
Philadelphia	354	31	256	...
Portland, Me.	354	31	617	...

## DESTINATION OF EXPORTS.

Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	
Exported to:			
United Kingdom	934	3,402	...
Liverpool	346	1,917	...
London	215	482	...
Glasgow	...	721	...
Other United Kingdom	378	372	...

Lard, M lbs.	
Exported to:	
Germany (total)	3,202
Hamburg	2,726
Other Germany	476

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended April 27, 1929:

Point of origin.	Commodity.	Amount.
Argentine—Beef extract	5,922 lbs.	
Argentine—Beef tongues	45,106 lbs.	
Argentine—Beef hams	36,011 lbs.	
Canada—Hams	119 lbs.	
Canada—Lard cuts	361 lbs.	
Canada—Pork sausages	20 lbs.	
Canada—Quarters of beef	562	
Canada—Veal cuts	200 lbs.	
Canada—Meat products	3,286 lbs.	
Canada—Vealers	1,196 lbs.	
Canada—Beef cuts	11,478 lbs.	
Canada—Bacon	9,649 lbs.	
Canada—Cooked pork	123 lbs.	
Cuba—Quarters of beef	142 lbs.	
Germany—Sausage in tins	5,775 lbs.	
Germany—Pork products	15,399 lbs.	
Ireland—Bacon	302 lbs.	
Ireland—Beef hams	2,183 lbs.	
Ireland—Hams	317 lbs.	
Ireland—Sausage in tins	27 lbs.	
Italy—Bacon	1,633 lbs.	
Italy—Sausage	648 lbs.	
Ireland—Smoked bacon	4,126 lbs.	
Norway—Meat cakes	949 lbs.	
Switzerland—Bouillon cubes	887 lbs.	
Uruguay—Frozen beef	3,300 lbs.	
Uruguay—Jerky beef	11,823 lbs.	
Uruguay—Beef extract	47,260 lbs.	

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended Apr. 27, 1929, with comparisons:

Week ended	Cor.	Prev. week.
Western dressed meats: Apr. 27,	1328.	1328.
Steers, carcasses	2,493	2,151
Cows, carcasses	1,551	1,431
Bulls, carcasses	60	81
Veals, carcasses	1,889	1,902
Lambs, carcasses	13,774	17,872
Mutton, carcasses	1,041	821
Pork, lbs.	384,981	366,624

Local slaughters:

Cattle	1,085	1,202	1,517
Calves	3,179	3,268	500
Hogs	12,916	10,468	9,199
Sheep	2,887	2,750	3,203

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.

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## CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during January, 1928, are given by the U. S. Department of Commerce as follows:

IMPORTS.			
	Sheep, Lamb, Goat.	Others.*	
France	531	8547	145,007
Germany	32,385	42,447	35,231
Greece	10,721	19,823	
Hungary	156	243	
Netherlands	3,350	4,275	16,597
Romania	1,046	1,515	5,322
S. Russia	23,583	78,680	4,010
United Kingdom	3,122	4,191	15,299
Canada	70,952	105,768	26,900
Panama		9,656	1,213
Mexico	705	660	
Cuba		1,000	176
Argentina	10,654	14,446	41,067
Brazil		15,367	137,007
Chile	19,667	13,880	18,076
Peru	193	257	17,832
Uruguay	538	563	5,005
British India	20,776	32,318	
China	77,256	159,900	41,842
Iraq	89,893	129,724	
Persia	3,200	10,235	
Syria	15,011	45,628	
Turkey	23,973	53,863	3,500
Australia	129,716	125,651	132,380
New Zealand	73,041	83,276	68,134
Un. S. Africa		22	22
Morocco		2,800	3,982

Total ..... 613,268 \$913,630 1,160,933 \$402,435

\*Includes hog casings imported from China, Russia, etc.

EXPORTS.			
	Hog Casings.	Beef Casings.	
Lbs.	Lbs. Value.	Lbs. Value.	
Belgium	4,292	\$1,385	55,150
Denmark	1,100	330	64,876
Finland			29,445
France	10,160	2,809	1,716
Germany	223,882	41,290	740,010
Netherlands	3,175	767	119,494
Norway	69	20	28,000
Pol. & Danzig	1,146	525	75,517
Spain	9,495	2,825	10,622
Sweden	2,490	1,140	45,490
Switzerland	6,050	1,850	5,400
Unit. Kingdom	166,033	70,284	15,771
Canada	7,728	4,196	1,384
Br. Honduras	40	7	
Honduras	50	16	
Panama	799	611	
Mexico	1,356	901	200
Bermudas	287	214	
Jamaica		500	46
Cuba	21	20	338
Colombia	3,430	796	
Hawaii	350	63	894
Porto Rico	300	66	
Australia	122,645	63,206	
New Zealand	11,306	10,938	
Union S. Africa	672	167	
Morocco	1,100	121	

Total ..... 577,907 \$204,537 1,221,300 \$178,037

Exports of other casings were: Denmark, 93,000 lbs., \$6,139 value; Finland, 15,041 lbs., \$1,732 value; Germany, 65,027 lbs., \$12,440 value; Sweden, 34,627 lbs., \$3,119 value; Canada, 78,943 lbs., \$12,227 value; Nicaragua, 50 lbs., \$14 value; Bermudas, 50 lbs., \$138 value; Cuba, 480 lbs., \$292 value; Ecuador, 1,000 lbs., \$195 value; Hawaii, 1,000 lbs., \$195 value; total, 338,319 lbs., \$41,004 value.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended April 26, 1929:

Western dressed meats: Apr. 26,	Prev. week.
Steers, carcasses	2,450
Cows, carcasses	900
Bulls, carcasses	422
Veals, carcasses	2,322
Lambs, carcasses	11,111
Mutton, carcasses	1,683
Pork, lbs.	368,954

Local slaughters:

Cattle	1,281	1,490
Calves	2,863	2,050
Hogs	4,269	16,942
Sheep	18,787	3,118

Watch the "For Sale" page.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A very weak situation continued to rule in the tallow market, prices going into new low grounds for the downward movement. Sales were reported of 500,000 to 750,000 lbs. of extra at New York on a basis of 7½¢ f.o.b. Consumers were backing away and showing little or no interest, except on breaks, while producers were influenced by uncertainties regarding the tariff. It was said that the market continued to feel the effects of recent imports prior to possible tariff developments. The latter appeared to have placed the buyer in an independent position for the time being. The developments were looked upon as possibly forecasting little or no change in the tariff on soapers' materials.

At New York, extra was quoted at 7½¢; special, 7½¢ nominal; edible, 8½¢@9¢ nominal. At Chicago, the tallow market ruled rather quiet, with offerings limited and demand light. Producers were inclined to hold rather steadily, but buyers, on the other hand, were waiting out the market. At Chicago, edible was quoted at 8½¢@8½¢; fancy, 8½¢@8½¢; prime packer, 8½¢; No. 1 8¢, No. 2, 7½¢.

At the London auction, 915 casks were offered and 302 sold, prices declining 6d to 1s from the previous week. Mutton was quoted at 42@43s; beef, 41@43s; good mixed, 37s 6d@40s 6d. At Liverpool, Australian tallow was unchanged for the week, with fine quoted at 42s 9d, and good mixed at 40s 8d.

**STEARINE**—While the market in the east ruled quiet, the tone was easier. Oleo at New York was quoted at 10¢ asked. At Chicago, the market was slow, and the price barely steady. Oleo was quoted there at 10¢.

**OLEO OIL**—The market was quiet in the east, with extra quoted at New York at 11½@11½¢; medium, 10½@10½¢; lower grades, 10½¢. At Chicago, the market was quiet and about steady, with extra quoted at 11½¢.

See page 42 for later markets.

**LARD OIL**—A fair demand for nearby oil was reported, and the market was rather steady. Edible at New York was quoted at 15½¢; extra winter, 13½¢; extra, 13½¢; extra No. 1, 12½¢; No. 1, 12½¢; No. 2, 12½¢.

**NEATSFOOT OIL**—Demand was rather quiet, but the market about steady. Pure at New York was quoted at 14½¢; extra, 13¢; No. 1, 12½¢; cold test, 18½¢.

**GREASES**—A rather quiet situation prevailed in the grease markets in the east the past week, but the tone was again weaker, influenced by uncertainties regarding the tariff and a further break to new lows for the move in tallow. Consumers were backing away from offerings, and sellers were rather unsettled by the developments. The fear that soapers' materials would not be vitally affected by the new tariff rates made for a depressed feeling and had considerable influence.

At New York, superior house sold

at 8¢, and was quoted at that level. Choice yellow and house were quoted at 7½@7½¢, depending on quality; A. white, 7½@7½¢; B. white, 7½@7½¢; choice white, 9½¢ nominal for export.

At Chicago, a rather dull market prevailed in greases. Inquiries were rather limited, but offerings were not large. Producers were holding rather steadily, while a fair movement continued in medium and low grade stocks. At Chicago, brown was quoted at 7½¢; yellow, 7½¢; B. white, 8¢; A. white, 8½¢; choice white, all hog, 8½@8½¢.

### By-Products Markets

Chicago, May 2, 1929.

#### Blood.

Market for blood continues to show easiness, with trading more or less slow. Prices are unchanged and rather nominal.

Ground and unground.....	Unit	Ammonia.
	\$4.60@4.75	

#### Digester Hog Tankage Materials.

Some sellers of digester hog tankage material are asking higher than prevailing basis of \$4.75 & 10¢, Chicago, and under. Demand is slow.

Ground, 11½@12% ammonia.....	Unit	Ammonia.
	\$4.60@4.75 & 10	
Unground, 11½ to 12% ammonia.....	4.50@4.75 & 10	
Ground, 6 to 8% ammonia.....	4.50@4.75 & 10	
Unground, 6 to 8% ammonia.....	4.25@4.50 & 10	
Liquid stick.....	3.75@4.00	

#### Fertilizer Materials.

Southern season appears ended so far as western fertilizer materials are concerned. Inquiries are now coming in for prices on forward deliveries. Prices as yet unchanged on fertilizer tankage.

High grd. ground, 10@11% am. & 10	Unit	Ammonia.
	\$4.00@4.75 & 10	
Lower grd., and ungr., 6-9% am.	4.00@4.10 & 10	
Hoof meal.....	3.75@4.00	
Bone tankage, low grd., per ton.	24.00@25.00	

#### Bone Meals (Fertilizer Grades).

Inquiries are coming in now for bone meals, forward movement. Prices are rather nominal at present.

Raw bone meal.....	Per Ton.
	\$50.00@55.00
Steam, ground, 3 & 50.....	31.00@32.00
Steam, unground, 3 & 50.....	29.00@31.00

#### Cracklings.

No change in market for cracklings from depressed demand of last week. Trading is slow. Prices unchanged on basis of 90@95¢, Chicago, for hard pressed expeller.

Hard pressed and exp. unground, per	Per Ton.
unit, protein.....	\$ .90@ .95
Soft prsd. pork, ac. grease & quality.	75.00@85.00
Soft prsd. beef, ac. grease & quality.	50.00@55.00

#### Gelatine and Glue Stocks.

Demand for gelatine and glue stocks remains rather steady, a moderate volume of trading coming out now and then. Prices unchanged.

Per Ton.

Kip and calf stock.....	\$40.00@42.00
Hide trimmings.....	30.00@33.00
Horn pits.....	40.00@42.00
Cattle jaws, skulls and knuckles.....	41.00@42.50
Sinews, plazies.....	31.00@35.00
Pig skin scrapes and trim., per lb.....	5¢

#### Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....	\$50.00@150.00
Mfg. shin bones.....	55.00@130.00
Cattle hoofs.....	45.00@47.00
Packer bones.....	42.00@44.50
Junk bones.....	27.00@28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

#### Animal Hair.

No change in animal hair, buyers still taking quoted grades in fair lots, at prevailing prices.

Coll and field dried.....	3 @ 3½¢
Processed grey, summer, per lb.....	4½ @ 5½¢
Processed grey, winter, per lb.....	6½ @ 7¢
Cattle switches, each*.....	4½ @ 5½¢

\*According to count.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 2, 1929.

Unground tankage sold this week at \$4.00 and 10¢, basis f.o.b. New York, for fertilizer purposes. High-grade ground tankage is offered at \$4.25 and 10¢, New York, for prompt shipment. There is very little buying interest in this material.

Ground dried blood is offered at \$4.50 per unit of ammonia, and as offerings are rather plentiful the next sale no doubt will be made at a slightly lower price. There seems to be hardly any demand for unground cracklings, and stocks are beginning to accumulate.

The new French and German potash prices have been announced for shipment over the balance of the year and are slightly higher than last year, the advance ranging from 10¢ per ton on the lower grade material to 45¢ per ton on the higher grades. However, this has been off-set largely due to the fact that the discounts for prompt shipment and for shipment in equal monthly quantities, June to September, are one per cent higher than last year.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, April 1 to April 30, 1929, 43,119,878 lbs.; tallow, none; greases, 4,190,000 lbs.; stearine, 44,400 lbs.

Watch the "Wanted" page for bargains.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

Both Soft and Hard Pressed

## TRADE GLEANINGS

The Delaware Packing Co. has been incorporated at South Kortright, Dela., with capital of \$10,000.

Alamo Cotton Oil Mills, San Antonio, Tex., soon will erect a \$15,000 addition to their present warehouse.

The Fort Worth-Morris Packing Co., Fort Worth, Tex., is increasing its capital stock from \$50,000 to \$100,000, it is reported.

The Procter & Gamble Co., Cincinnati, O., soapmakers, have let contracts for additions and alterations to the St. Louis, Mo., plant.

The Rochester Packing Co., Rochester, N. Y., soon will award contracts for building a new plant on Maple street, to include cooler units.

J. H. Filbert, Inc., Baltimore, Md., manufacturers of butterine, are drawing up plans for additions and repairs to the present plant, to cost about \$10,000.

The Houston Cotton Oil Co., Houston, Tex., is reported to have awarded contracts for constructing a new warehouse, to cost \$25,000, in connection with its plant.

Swift & Company, Union Stock Yards, Chicago have awarded contracts for erecting a 5-story addition to its main plant, to cover a 36 by 290-ft. area and to cost \$198,000.

The Hreizer Sausage Co. is building a modern rendering plant north of Sheboygan, Wis., to provide a cash market for tallow. Operations are scheduled to begin early in May.

Construction work has begun on additions to the Cambria Packing Co., Jackson, O., to be completed in two months at a cost of \$25,000. Cooler rooms and smokehouses are being installed, and new lard rendering, tankage and hog shackling equipment added.

The Rath Packing Co., Waterloo, Ia., soon will let contracts for constructing a new 6-story plant, to cost approximately \$250,000. The new unit, to be connected to present units by bridges and tunnels, will house manufacturing equipment for preparing, packing and storing cured products.

The Pacific Bone, Coal & Fertilizing Co., San Francisco, Calif., the Louisiana Chemical Co. and the Texas Chemical Co., Houston, Tex., have merged under the title of Consolidated Chemical Industries, Inc. A new South American subsidiary also has been formed, known as La Quimica Industrial de Argentina, and is constructing a \$750,000 plant in Buenos Aires.

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

## NEW ORLEANS OIL TRADING.

(Special Letter to The National Provisioner.)

New Orleans, La., April 29, 1929.—The switches from May to July are being made on the New Orleans cottonseed oil market at around 20 points; May to August, at 27 points; May to September and October, at 35 points and July to September, at 18 to 20 points.

While the quantity of notices issued this morning is unknown at this writing, the turnover of contracts was the largest during the past several weeks. This was due principally to the tightness of the credit situation, together with the prospects of a very large cotton growth during the coming summer. All accounts from the fields are that good work is being accomplished and there are many indications that the growth could be extremely large.

Contraction in consumption continues and it is believed that the present decline is probably due to this as well as to tightness in the credit situation. All of this has had a restraining influence on the trade.

However, one broker, who believes values are low and doubts that the decline will reach serious proportions, is therefore advising moderate buying now and additionally on further declines. This interest is of the opinion that the readjustment period will probably take several months, and that buyers will, at present levels, find it profitable in spite of prospects for a very large cotton yield.

## MEMPHIS SEED AND MEAL.

(Special Letter to The National Provisioner.)

Memphis, Tenn., May 1, 1929.—Trading under the new seed rule on the Memphis Merchants Exchange pit has been dull. Traders are attempting to adjust their ideas to the new basis, for prime cottonseed containing a basis of 19 per cent gross oil and settlement on competitive commercial values, without reference to any fixed spread between the value of products and the net value of seed.

The result of the application of this new rule has been to advance old crop cottonseed to a full competitive value. On the first call, old crop months ruled at \$43@44, an average of about \$2.00 per ton up from last trades under the old rule.

On the other hand, new crop months

held about unchanged and there was a disposition to sell September through December at around \$40 against a gross value of approximately \$50.00. Buyers were willing to pay \$39.50 to a little above on the strength in cotton and continued unfavorable weather.

Cottonseed meal on the opening was a little higher on the old crop months, and on the second call developed considerable strength, July selling up to \$37 at an advance of 40@60c per ton. Most of the advance was lost in active trading near the close. May and June closed unchanged, July up only 5c.

The new crop months developed a considerable buying interest on the strength in cotton and advanced steadily to close on the highs at 20@50c up. It is felt, unless a better buying interest develops both in actual and futures, that prices may sag again, those bearishly inclined talking new lows.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, April 30, 1929.

Extra tallow, f.o.b. seller's plant, 8@81/4c lb.; Manila cocoanut oil, tanks, New York, 73/4c lb.; Manila cocoanut oil, tanks, coast, 71/2c lb.; Cochin cocoanut oil, barrels, New York, 93/4@10c.

P. S. Y. cottonseed oil, barrels, New York, 103/4@11c lb.; crude corn oil barrels, New York, 101/4@101/2c lb.; olive oil foots, barrels, New York, 10@101/4c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.25@1.30 gal.

Crude soy bean oil, barrels, New York, 113/4@12c lb.; palm kernel oil, barrels, New York, 93/4@91/4c lb.; red oil, barrels, New York, 11@111/4c lb.; Nigre palm oil, casks, New York, 83/4@81/4c lb.; Lagos palm oil, casks, New York, 81/2@83/4c lb.; glycerine, soap lye, 7@71/2c lb.; glycerine, C. P., 15@151/4c lb.; glycerine, dynamite, 111/2@12c lb.

## HULL OIL MARKET.

Hull, England, May 1, 1929.—(By Cable.)—Refined cottonseed oil, 30s 6d; Egyptian crude cottonseed oil, 26s 9d.

## TALLOW FOR CHINA.

Exports of vegetable tallow from China to the United States in February, 1929, totaled 1,735,000 lbs., valued at \$137,700.

## FEBRUARY BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in February, 1929, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

Class	February						Production					
	Feb. 1, 1928. Lbs.	Feb., 1929. Lbs.	Feb. 1, 1928. Pet.	Feb., 1929. Pet.	Feb. 1, 1928. M lbs.	Feb., 1929. M lbs.	Feb. 1, 1928. M lbs.	Feb., 1929. M lbs.	Feb. 1, 1928. Pet.	Feb., 1929. Pet.	Feb. 1, 1928. M lbs.	Feb., 1929. M lbs.
Edible beef fat <sup>1</sup>	37.48	41.32	3.04	4.23	315,705	26,100	24,906	23,339	68.6	52.3	1,772,972	1,772,972
Edible beef offal	29.95	31.46	3.15	3.23	252,472	19,628	19,727	17,760	50.5	42.9	1,375,375	1,375,375
Cattle hides	62.76	63.97	6.60	6.58	532,944	44,758	42,942	38,000	83.7	70.0	2,700,000	2,700,000
Edible calf fat <sup>1</sup>	1.39	1.86	0.78	1.12	6,484	472	508	577	12.8	10.0	27,000	27,000
Edible calf offal	6.80	7.10	3.85	4.27	31,613	2,400	2,378	2,204	51.0	41.0	135,000	135,000
Lard <sup>2</sup>	35.59	36.93	15.52	16.21	1,772,972	162,585	217,354	164,915	101.0	85.0	8,000,000	8,000,000
Edible hog offal	6.96	6.96	3.03	3.05	348,220	24,376	35,506	31,061	127.0	100.0	1,000,000	1,000,000
Pork trimmings	12.87	14.04	5.61	6.16	644,764	48,724	68,071	62,697	128.0	100.0	2,000,000	2,000,000
Inedible hog grease <sup>3</sup>												
Edible sheep fat <sup>1</sup>	2.72	2.62	1.19	1.15	136,183	12,722	15,548	11,731	32.2	25.0	1,000,000	1,000,000
Edible sheep offal	2.07	2.48	2.53	2.82	27,762	2,425	2,587	2,000	16.0	12.0	1,000,000	1,000,000
	2.03	2.26	2.48	2.57	27,285	1,862	2,231	2,151	16.0	12.0		

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

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# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Fairly Active—Prices Irregular**  
**—Sentiment Mixed—Cash Trade**  
**Slightly Better—Lard Steadier—Cot-**  
**ton Irregular—Weather South Less**  
**Favorable.**

A fairly good volume of trade but a barely steady market featured cotton oil on the New York Produce Exchange the early part of the week. Prices went to new season's lows under commission house liquidation and professional selling, and with limited support owing to the weakness in cotton, easiness in lard and continued complaints of slow cash trade.

Deliveries of 5,200 bbls. on May contracts had a depressing influence for a time, bringing about further speculative liquidation in May against purchases of the futures, refiners' brokers doing the reverse. The tenders were reported largely put out by the southern interests and were stopped in a scattered way by commission houses, local interests and refiners' brokers.

The uncertainty regarding the tariff situation was more or less unsettling, while on the whole there was little of a constructive nature in the news.

### Market Shows Recovery.

Commission house operations nevertheless were mixed. The bulk of the buying was credited to profit taking, but on the decline some fresh speculative absorption was noted in the futures. The liquidation finally ran its course, and with a return of unsatisfactory climatic conditions in the South the market scored a fair recovery, helped somewhat by a rally in cotton and an upturn in lard, the latter in the face of heavy lard deliveries on May contracts.

The technical position of cotton oil undoubtedly was better. Several of the close ring observers looked upon the market as having been pretty well liquidated, and while sentiment continued more or less mixed, nevertheless there was a tendency among professionals to lean to the constructive side.

In some quarters it was said that cotton oil at the moment is too low to sell. On the other hand, there was sufficient oil in the visible to make it dangerous

to operate too freely on the long side the trade were anticipating considerable improvement in cash trade in the near future, owing to some reduction in compound prices in the East this week.

The small decrease in the lard stocks at Chicago during April was disappointing. On the other hand, some in

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 2, 1929.—Dull and declining markets for cotton oil were encountered the early part of the week, followed by a stiff upturn due to higher lard and nervous shorts at New York and New Orleans in the absence of offerings of crude and refined. If lard advances, as seems probable owing to decreased hog population here and abroad, cotton oil will sympathize, as the large stocks are in strong hands and with the quantity of crude negligible for the balance of the season. Crude firm, 8 1/2c, Valley; 7 1/2c Texas; prime bleachable, 8.90c, loose, New Orleans. When tariff question comes up soon, bullish enthusiasm in cotton oil should increase greatly.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 2, 1929.—Trading in crude appeared this week at 8c in the Valley. The mills in this section are closing down and practically all of the crude has been sold. Forty-one per cent meal, \$38.00; loose cottonseed hulls, 9 1/2@10c, f.o.b. Memphis.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 2, 1929.—Prime cottonseed, nominal; prime crude oil, 7 1/2@8c; 43 per cent cake and meal, f.o.b. Dallas, \$41.00; hulls, \$9.00; mill run linters, 4@5c.

The crude markets most of the time were dull and without feature. However, the undertone in the crude market was firm, and what little business was reported in the Southeast passed at the 8c level. Compound at New York recently has been quoted at 12c, but the price has been lowered to 11 1/2c. There were rumors of more competition in the compound market, which apparently had something to do with the price decline.

Continued weakness in the tallow market and a barely steady tone in other greases attracted some attention, but were looked upon as reflecting uncertainty regarding the tariff as well as feeling the effects of recent imports prior to possible tariff developments. The chart players in the oil market were over on the buying side and were pointing out that after a steady drop of nearly 140 points the market was entitled to a fair natural recovery.

The weekly weather report said that temperatures were mostly seasonable in the cotton belt, although the nights were rather too cool for germination in many sections. Rainfall was widely distributed but was light to moderate or only fairly heavy in most places. In the Carolinas, planting made rather favorable progress and is well along as far north as the coastal plain of North Carolina, with some rain in the southeastern portions of that state.

Elsewhere east of the Mississippi, field work was less active because of rather frequent rains, while the nights were too cool for best germination. In central Georgia, stands of early cotton are very poor, while in sections of other states they are reported as irregular. In Louisiana conditions were generally favorable.

It was too cool in most of Arkansas, although fairly good progress was reported from most of the western and some southern districts. In Oklahoma the weather was generally favorable for field work, and good progress was made in planting, although tempera-

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### New Orleans Cotton Exchange

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tures were rather too low. In Texas the weather was fairly favorable for planting, replanting and chopping, and progress of the early planted was very good with stands and general conditions mostly satisfactory.

COTTONSEED OIL—Market transactions:

Friday, April 26, 1929.

	—Range—	Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	..... a .....
April	.....	975 a .....
May	5000	980 973 973 a .....
June	.....	978 a 999
July	2100	1009 1000 1000 a 1001
Aug.	.....	1010 a 1015
Sept.	5400	1026 1019 1020 a 1023
Oct.	1700	1028 1018 1018 a 1023
Nov.	.....	1000 a 1015

Total sales, including switches, 14,200 bbls. P. crude S. E. unquoted.

Saturday, April 27, 1929.

Spot	.....	985 a .....
May	400	975 970 975 a 985
June	.....	980 a 999
July	200	1002 1000 1003 a 1005
Aug.	.....	1010 a 1020
Sept.	700	1024 1022 1022 a .....
Oct.	300	1022 1020 1020 a 1022
Nov.	.....	1003 a 1012
Dec.	.....	1000 a 1020

Total sales, including switches, 1,600 bbls. P. crude S. E. unquoted.

Monday, April 29, 1929.

Spot	.....	941 a .....
May	8200	972 942 946 a 955
June	.....	945 a 980
July	3900	1000 974 979 a .....
Aug.	500	1005 1005 985 a 996
Sept.	13700	1020 994 999 a .....
Oct.	800	1000 999 999 a 1005
Nov.	200	990 987 984 a 999
Dec.	200	995 995 985 a 1000

Total sales, including switches, 27,500 bbls. P. crude S. E. unquoted.

Tuesday, April 30, 1929.

Spot	.....	960 a .....
May	400	965 963 965 a .....
June	.....	965 a 990
July	4400	990 981 989 a 990
Aug.	.....	995 a 1010
Sept.	2900	1013 1003 1010 a 1013
Oct.	800	1010 1002 1009 a 1010
Nov.	100	992 992 990 a 1005
Dec.	.....	990 a 1010

Total sales, including switches, 8,600 bbls. P. crude S. E. unquoted.

Wednesday, May 1, 1929.

Spot	.....	..... a .....
May	.....	970 a .....
June	.....	975 a 995
July	4300	999 985 995 a .....
Aug.	.....	1005 a 1014
Sept.	5000	1021 1005 1016 a 1018
Oct.	200	1010 1010 1015 a 1016
Nov.	.....	995 a 1015
Dec.	.....	990 a 1010

Total sales, including switches, 9,800 bbls. P. crude S. E. unquoted.

Thursday, May 2, 1929.

Spot	.....	970 a .....
May	.....	980 a .....
June	.....	990 a .....
July	1014	1000 1009 a .....
Aug.	1017	1014 1017 a 1022
Sept.	1032	1022 1031 a .....
Oct.	1030	1029 1030 a .....
Nov.	.....	1000 a 1023
Dec.	.....	1005 1001 1007 a 1025

Sales, 7,900 bbls.

See page 42 for later markets.

COCOANUT OIL—The market was barely steady with the easiness in competing quarters and with a slow demand, but selling pressure was moderate. At New York, tanks were quoted at 7 1/4@7 1/2c, while at the Pacific coast, tanks were quoted at 7 1/4@7 1/2c.

CORN OIL—The market was quiet and barely steady, with last sales reported at 8c, f.o.b. mills, and prices quoted at that level.

SOYA BEAN OIL—The market was rather dull and more or less nominal, with New York tanks quoted at 9 1/2c; barrels, 12c, and Pacific coast tanks, 9 1/2c.

PALM OIL—Consuming demand was rather quiet awaiting tariff developments and influenced by heaviness in tallow, but offerings were not pressed, although the tone was barely steady. At New York, spot Nigre was quoted at 8@8 1/2c; May-June shipment, 7.30c; spot Lagos, 8 1/4@8 1/2c, and shipment Lagos, 7%@7 1/2c.

PALM KERNEL OIL—A barely steady situation was indicated in this quarter, with demand limited. At New York, tanks were quoted at 7 1/2c, while bulk oil was quoted at 7 1/2c.

OLIVE OIL FOOTS—The spot market at New York was fairly steady at 10@10 1/2c, with limited supplies available. Shipment foots, however, were easy at 9 1/2c, influenced somewhat by reports of good crop prospects.

RUBBERSEED OIL—Early May shipment quoted at 8c.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand was moderate and the spot market barely steady, with futures with store oil quoted nominally 1c over May. Southeast crude 8c, sales; Valley and Texas, unquoted.

### SHORTENING AND OIL PRICES.

Shortening and oil prices hereafter will be quoted in THE NATIONAL PROVISIONER on the basis of the revised code of trade practices subscribed to by most members of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association. This revised code, which is being submitted to the Federal Trade Commission for approval, brings prices more in line with quantity purchases and is a step in the direction of better trade practices within the oil industry.

Prices prevailing today, based on expressions of member companies as to their quantity selling programs, are as follows:

Shortening.	
North and Northeast:	.....
Cariots, 26,000 lbs.	.....
3,500 lbs. and up	.....
Less than 3,500 lbs.	.....
South:	.....
10,000 lbs.	.....
5,000 lbs.	.....
2,000 lbs.	.....
Less than 2,000 lbs.	.....
Pacific Coast:	.....
Cariots, 26,000 lbs.	.....
5 lbs. and up	.....
1 to 4 bbls.	.....
Salad Oil.	.....
North and northeast:	.....
Cariots, 26,000 lbs.	.....
5 lbs. and up	.....
1 to 4 bbls.	.....
South:	.....
Cariots, 26,000 lbs.	.....
5 lbs. and up	.....
1 to 4 bbls.	.....
Pacific Coast:	.....
Cariots, 26,000 lbs.	.....
5 lbs. and up	.....
1 to 4 bbls.	.....
Cooking Oil—White.	.....
1/2c less than salad oil.	.....
Cooking Oil—Yellow.	.....
1/2c less than salad oil.	.....



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Owing to the wide range of varying conditions in different plants, it is next to impossible to give an offhand figure as to the possible savings that you can make by installing the new Anderson Expeller. However, if you will write describing your plant's pressing requirements, we will be glad to have our engineering staff figure out for you the savings and increased profits that you can secure by changing to the new Expeller.

It will take you only a few minutes to dictate a letter giving us your requirements, and you will be sent a plan whereby you can increase your yearly earnings materially.

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## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were steadier the latter part of the week with deliveries well taken, shorts covering, outside buying broader and hogs very steady. Cash trade was fairly good and the market ignored the small decreases in the lard stocks.

#### Cottonseed Oil.

Cotton oil was steady on a moderate trade and mixed operations, with unfavorable weather in the south. Better cotton and lard markets, local buying and covering and a more mixed sentiment. Cash trade is showing improvement.

Quotations on cottonseed oil at New York, Friday noon, were: May, \$9.75 bid; June, \$9.75@10.00; July, \$10.05@10.07; August, \$10.10@10.18; Sept., \$10.26@10.27; Oct., \$10.22@10.24; Nov., \$10.00@10.15; Dec., \$10.00@10.10.

#### Tallow.

Tallow, extra, 7 1/2c.

#### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 2, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (700 lbs. up):				
Choice	\$21.00@22.00	\$21.50@22.00	\$22.00@22.50	\$22.00@22.50
Good	20.50@21.50	21.00@21.50	20.50@22.00	21.00@21.50
STEERS (550-700 lbs.):				
Choice	22.00@23.00	.....	22.00@23.00	23.00@24.00
Good	21.00@22.00	.....	21.00@22.00	21.50@22.50
STEERS (500 lbs. up):				
Medium	20.00@21.00	20.00@21.00	19.00@21.00	20.50@21.00
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	23.00@24.00	.....	22.50@23.50	.....
Good	22.00@23.00	.....	21.50@22.50	.....
Medium	21.00@22.00	.....	.....	.....
COWS:				
Good	18.50@19.50	19.00@19.50	19.00@20.00	19.50@20.50
Medium	17.50@18.50	18.50@19.00	18.00@19.00	18.50@19.50
Common	16.00@17.50	18.00@18.50	16.50@18.00	17.00@18.00
Fresh Veal and Calf Carcasses:				
VEALER (2):				
Choice	25.00@26.00	23.00@26.00	24.00@27.00	25.00@26.00
Good	22.00@24.00	20.00@23.00	21.00@23.00	23.00@24.00
Medium	20.00@22.00	17.00@20.00	18.00@20.00	20.00@22.00
Common	16.00@19.00	15.00@17.00	16.00@18.00	18.00@20.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-Choice	31.00@33.00	31.00@33.00	31.00@34.00	32.00@33.00
Medium	29.00@31.00	29.00@31.00	28.00@31.00	30.00@32.00
Common	27.00@29.00	.....	.....	27.00@30.00
LAMB (88 lbs. down):				
Choice	29.00@30.00	28.00@29.00	30.00@31.00	30.00@31.00
Good	28.00@29.00	27.00@29.00	28.00@30.00	29.00@30.00
Medium	27.00@28.00	27.00@28.00	27.00@28.00	28.00@29.00
Common	25.00@27.00	.....	25.00@27.00	.....
LAMB (89-45 lbs.):				
Choice	29.00@30.00	27.00@29.00	29.00@30.00	29.00@30.00
Good	28.00@29.00	27.00@28.00	28.00@29.00	28.00@29.00
Medium	27.00@28.00	26.00@27.00	27.00@28.00	27.00@28.00
Common	25.00@27.00	.....	25.00@27.00	.....
LAMB (46-55 lbs.):				
Choice	27.00@28.00	25.00@27.00	27.00@28.00	27.00@28.00
Good	26.00@27.00	24.00@26.00	26.00@27.00	26.00@27.00
MUTTON (Ewe) 70 lbs. down:				
Good	18.00@20.00	16.00@18.00	15.00@16.00	17.00@18.00
Medium	16.00@18.00	14.00@16.00	13.50@15.00	16.00@17.00
Common	15.00@16.00	13.00@14.00	12.50@13.50	14.00@15.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	23.00@24.50	25.00@26.50	25.00@27.00	25.00@27.00
10-12 lbs. av.	22.00@23.50	25.00@26.50	24.00@26.00	25.00@26.00
12-15 lbs. av.	21.50@22.50	23.00@24.50	22.00@24.00	23.00@24.00
16-22 lbs. av.	19.00@19.50	19.00@21.00	19.00@21.00	20.00@21.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	16.50@17.00	.....	17.50@20.00	17.50@19.00
PICNICS:				
6-8 lbs. av.	16.00@17.00	.....	.....	.....
BUTTS Boston Style:				
4-8 lbs. av.	20.00@21.00	.....	21.00@24.00	21.00@22.00
SPARE RIBS:				
Half Sheets	11.50@12.50	.....	.....	.....
TRIMMINGS:				
Regular	11.00@11.50	.....	.....	.....
Lean	21.00@22.00	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at Chicago and New York.

#### Stearine.

Stearine, oleo, 10c.

#### ◆◆◆

#### FRIDAY'S GENERAL MARKETS.

New York, May 3, 1929.—Lard, prime western, \$12.30@12.40; middle western, \$12.20@12.30; city, 11 1/2c; refined continent, 12 1/2c; South American, 13 1/2c; Brazil, kegs, 14 1/2c; compound, 11 1/2c.

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#### BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, May 3, 1929.

General provision market steady but dull. Trading less active on A. C. hams; supply more plentiful. Spot market shade easier; demand lessening on picnics and square shoulders. Lard trade very quiet.

Friday's prices were as follows: Hams, American cut, 109s; hams, long cut, 116s; picnics, 78s; short backs, 93s; bellies, clear, 100s; Canadian, 96s; Cumbeland, 106s; spot lard, 61s 6d.

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#### EUROPEAN PROVISION CABLES.

The market at Hamburg remains about the same, according to weekly cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,472 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 103,000 at a top Berlin price of 16.44c a pound, compared with 115,000 at 11.68c a pound for the corresponding week of last year.

The Rotterdam market was rather quiet. The market for refined and extra neutral lard was dull and prices decreasing.

The market at Liverpool was firm, with demand medium. Stocks were light.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week.

The estimated slaughter of Danish hogs for the week ending April 27, 1929, was 90,000.

#### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended April 25, 1929, with comparisons:

#### BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Apr. 25.	Prev. week, Apr. 25, 1928.
Toronto	\$11.50	\$10.75
Montreal	11.25	10.65
Winnipeg	11.00	11.00
Calgary	10.50	10.00
Edmonton	10.50	9.75
Pr. Albert	9.50	8.50
Moose Jaw	10.25	9.50
Saskatoon	10.00	9.50

#### VEAL CALVES.

	17.00	\$17.00	\$15.00
Toronto	13.00	10.00	9.50
Montreal	15.00	15.00	14.00
Winnipeg	13.00	13.00	13.00
Calgary	14.00	13.00	14.00
Edmonton	12.85	12.20	10.05
Pr. Albert	12.75	12.00	10.30
Moose Jaw	12.65	12.00	10.40
Saskatoon	12.55	12.70	12.70

#### SELECT BACON HOGS.

	\$13.75	\$13.15	\$10.40
Toronto	14.25	14.00	10.30
Montreal	12.75	12.00	10.50
Winnipeg	12.85	12.35	9.75
Calgary	12.85	12.20	10.05
Edmonton	14.00	14.00	14.00
Pr. Albert	12.75	12.00	10.30
Moose Jaw	12.65	12.00	10.40
Saskatoon	12.55	12.70	12.50

#### GOOD LAMBS.

	\$15.50	\$15.50	\$15.50
Toronto	9.50	9.50	9.00
Montreal	13.50	13.00	14.00
Winnipeg	13.00	13.00	13.00
Calgary	12.85	12.35	9.75
Edmonton	14.00	14.00	14.00
Pr. Albert	12.75	12.00	10.30
Moose Jaw	11.50	11.00	10.00
Saskatoon	12.55	12.70	12.50

#### LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on May 1, 1929, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	May 1, 1929.	Apr. 1, 1929.	May 1, 1929.
Bacon, lbs.	2,579,360	2,864,900	4,323,460
Hams, lbs.	1,340,752	548,240	2,129,660
Shoulders, lbs.	114,016	8,736	210,632
Lard, trecs.	4,485	550	1,000
Lard, refined, tons.	744	3,032	2,970

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#### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 3, 1929, show exports from that country were as follows: To England, 178,011 quarters; to the Continent, 54,344 quarters.

Exports of the previous week were as follows: To England, 140,190 quarters; to the Continent, 8,882 quarters.

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## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—A very quiet week passed in the packer hide market. Buyers appear to lack interest at the moment, while killers have been making no great effort to move hides. While trading has been slow for a couple of weeks, stocks are generally considered to be light. The outlet recently has been principally through sole leather channels and, with the improvement to be shown in hides dating from May forward, the outlet is expected to broaden considerably. The only confirmed trading during the period was about 12,000 branded cows at steady prices by couple packers. Sales of branded steers at steady prices are reported, but nothing confirmed. Practically all descriptions are available at last trading prices, with buyers talking  $\frac{1}{2}$ c lower on some descriptions, especially native hides. All descriptions being quoted on basis of last trading prices.

Spready native steers last sold at 17 $\frac{1}{2}$ c. Heavy native steers last moved at 15c, and extreme native steers at 15 $\frac{1}{2}$ c.

Butt branded steers last sold at 14c, Colorados at 13 $\frac{1}{2}$ c. Last trading in heavy Texas steers was at 14c, light Texas steers at 13 $\frac{1}{2}$ c and extreme light Texas steers at 14c.

Last trading in heavy native cows was at 14c for regular points and 14 $\frac{1}{2}$ c for St. Pauls. Light native cows last moved at 15c for all points. Couple packers moved about 12,000 branded cows at 14c, steady.

Last trading in native bulls was at 10 $\frac{1}{2}$ c; reports of trading this week at 11c denied. Branded bulls last sold at 9c for northerns and 9 $\frac{1}{2}$ c for Fort Worths.

The South American market was quiet during the week, following the good movement last week at lower prices. Buyers talking up to 1c lower this week, but no actual trading reported.

**SMALL PACKER HIDES**—Small packer hide market quiet, most of the local packers having moved April hides earlier in that month; the bulk of April productions moved at 15c for all-weight native steers and cows and 14c for branded, with some outside lots moved at  $\frac{1}{2}$ c less. Only one local small packer still holding April hides. No activity reported so far during the week in the Pacific Coast market.

**HIDE TRIMMINGS**—Big packer hide trimmings quoted \$35.00@36.00 per ton, Chicago; small packer trimmings around \$33.00@34.00, Chicago basis.

**COUNTRY HIDES**—Trading in the country hide market has been rather slow; buyers have been making no active efforts to obtain hides, while sellers appear to be content to await further action in the packer hide market. Good all-weights generally quoted at 12c, selected, delivered, although some dealers still ask 12 $\frac{1}{2}$ c. Heavy steers and cows last sold at 11c. Buffs appear to be in demand at 12c, with 12 $\frac{1}{2}$ c generally asked and last paid; however, a car of straight No. 2's all grubs, sold earlier in the period at 11c and this reported available for more, with 11 $\frac{1}{2}$ c

asked. Extremes generally priced at 14 $\frac{1}{2}$ c for 25/45 lb. weights and 14c for 25/50 lb., and sales reported early on this basis. Bulls could be sold at 8c but 8 $\frac{1}{2}$ @9c asked. All-weight branded quoted around 10 $\frac{1}{2}$ c, less Chicago freight.

**CALFSKINS**—Last trading in packer calfskins for domestic shipment was at 23c for April northerns, southerns a cent less, and available on this basis. As previously mentioned, a car of April cattle sold for export last week at 24c.

First-salted Chicago city calf easier; car 8/10 lb. skins sold at 19c and 10/15 lb. weights offered at 21c, with 19c bid; straight weights quoted nominally around 18 $\frac{1}{2}$ @19c. Mixed cities and countries quoted around 17c; straight countries around 15@15 $\frac{1}{2}$ c.

**KIPSKINS**—Packer kips generally quoted at 20c for northern natives and 18c for over-weights, last trading prices, with southerns a cent less. Last trading in branded kips by one packer at 15c, others having moved March earlier at 16 $\frac{1}{2}$ c.

First-salted Chicago city kips quoted nominally around 17 $\frac{1}{2}$ @18c. Mixed cities and countries around 15 $\frac{1}{2}$ @16c, and straight countries 14@14 $\frac{1}{2}$ c.

Last trading in packer regular slunks was at \$1.50, and offered at \$1.60; hairless slunks last sold at 55c, flat.

**HORSEHIDES**—Market reported easier, with straight city renderers offered at \$5.50, although one lot reported sold earlier at \$5.60; mixed city and country lots range around \$4.50@5.00 asked.

**SHEEPSKINS**—Dry pelts quoted 18@20c per lb., according to section. Packer shearlings continue active; one packer moved 20,000 at \$1.30 for No. 1's and \$1.05 for No. 2's. One small packer lot of good shearlings, running 30 per cent No. 1's, sold recently at \$1.05. Pickled skins firm and quoted around \$8.00 per doz. straight run of packer lamb at Chicago; one big packer moved 6,000 doz. ribby lambs at \$7.87 $\frac{1}{2}$ ; and 1,500 doz. blind ribby lambs at \$9.50, Chicago; 400 doz. ribby sheep also moved at \$8.75, Chicago. New York market quoted around \$7.87 $\frac{1}{2}$ @8.00 asked for straight run of packer lamb. Big packer wool lambs quoted \$3.50 per cwt. live lamb paid at Chicago, and \$2.00 per cwt. for California lambs. The wool market at present is running around 25@30 per cent below last year's prices, with pelts showing a like decrease in value.

**PIGSKINS**—No. 1 pigskin strips reported sold again at 8c, and more available. Gelatine stocks quoted 5c for fresh frozen and 4 $\frac{1}{2}$ c for salted.

### New York.

**PACKER HIDES**—Market inactive, being well sold up to May 1. As previously mentioned, March native steers moved at 14 $\frac{1}{2}$ c and Aprils at 15c, April butt brands at 14c and Colorados at 13 $\frac{1}{2}$ c; bulls nominally around 10 $\frac{1}{2}$ c.

**COUNTRY HIDES**—Market continues dull and trading light. Around 14 $\frac{1}{2}$ c generally quoted for good 25/45 lb. extremes and  $\frac{1}{2}$ c less for 25/50 lb.; buyers' ideas are lower. Buff weights nominally around 12@12 $\frac{1}{2}$ c.

**CALFSKINS**—City calfskin market reported weak and declining, but no

actual trading reported; in fact, no bids are appearing at the moment. Last confirmed trading in 7-9's was at \$2.50 and 9-12's at \$3.00 but sharply lower prices are talked and trading will be necessary to establish the market.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended April 27, 1929, were 3,579,000 lbs.; previous week, 3,571,000 lbs.; same week last year, 4,348,000 lbs.; January 1 to April 27 this year, 65,205,000 lbs.; same period a year ago, 84,217,000 lbs.

Shipments of hides from Chicago for the week ended April 27, 1929, were 3,688,000 lbs.; previous week, 4,308,000 lbs.; same week last year, 4,695,000 lbs.; from January 1 to April 27 this year, 73,541,000 lbs.; same period a year ago, 83,823,000 lbs.

### TANNERS' HIDE STOCKS.

Stocks of raw hides and skins held by tanners on Mar. 31, 1929, with comparisons, are given by the U. S. Department of Commerce as follows:

	Mar. 31, 1929.	Feb. 26, 1929.
Cattle, total	1,414,808	1,496,427
Green salted:		
Steers	426,686	384,795
Cows	653,372	730,274
Bulls	46,363	41,057
Unclassified	206,081	278,036
Dry or dry salted	78,396	62,296
Calf	1,247,179	1,511,333
Kip	199,476	223,525
Sheep and lamb	4,651,145	4,899,276
Goat and kid	6,491,696	6,057,677
Cabretta	334,675	339,081

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 3, 1929, with comparisons, are reported as follows:

PACKER HIDES.		
Week ended May 3, '29.	Prev. week.	Cor. week. 1928.
Spr. nat. str.	@17 $\frac{1}{2}$	@17 $\frac{1}{2}$
Hvy. nat. str.	@15	@15
Hvy. Tex. str.	@14	@14
Hvy. butt brnd.		
strs.	@14	@14
Hvy. Col. str.	@18 $\frac{1}{2}$	@13 $\frac{1}{2}$
Ex-light Tex.		
strs.	@14	@14
Brnd'd cows.	@14	@14
Hvy. nat.		
cows	14@14 $\frac{1}{2}$	14@14 $\frac{1}{2}$
Lt. nat. cows	@15	14@14 $\frac{1}{2}$
Nat. bulls	10 $\frac{1}{2}$ @11	10 $\frac{1}{2}$ @11
Brnd'd bulls	9@9 $\frac{1}{2}$	9@9 $\frac{1}{2}$
Calfskins	23@24	23@24
Kips, nat.	@20nx	@20
Kips, ov-wt.	@18nx	@18
Kips, brnd'd.	@15	@16 $\frac{1}{2}$
Kips, reg.	1.50@1.60	1.50@1.65
Stunks, hrs.	@55	@75n
Light native, butt, branded and Colorado steers 1c per lb. less than heavies.		

CITY AND SMALL PACKERS.		
Nat. alt-wts.	@15	@15
Branded	@14	@14
Nat. bulls	@10	@10
Brnd'd bulls	@9	@9
Calfskins	19b@21ax	21b@21ax
Kips	17 $\frac{1}{2}$ @18n	18 $\frac{1}{2}$ @18n
Stunks, reg.	@1.25	27@1.40@1.50n
Stunks, hrs.	35@40	33@45

COUNTRY HIDES.		
Hvy. str.	@11	11@11 $\frac{1}{2}$
Hvy. cows	@11	11@11 $\frac{1}{2}$
Buffs	12@12 $\frac{1}{2}$	12@12 $\frac{1}{2}$
Extremes	14@14 $\frac{1}{2}$	14@14 $\frac{1}{2}$
Bulls	9b@9ax	9@9ax
Calfskins	15@15 $\frac{1}{2}$	16@15 $\frac{1}{2}$
Kips	14@14 $\frac{1}{2}$	15@15 $\frac{1}{2}$
Light calf	1.00@1.10	1.10@1.15
Deacons	1.00@1.10	1.10@1.15
Stunks, reg.	50@55	50@55
Stunks, hrs.	15@25	25@30
Horesides	4.50@5.50	4.50@5.75
Hogskins	60@70	65@75

SHEEPSKINS.		
Pkr. lambs	2.00@2.50	2.25@2.75
Sml. pkr.		
Sm. lambs	1.75@2.25	1.75@2.25
Pkr. shearlings	1.00@1.80	1.10@1.80
Dry pelts	18@20	20@21

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, May 2, 1929.

**CATTLE**—Compared with a week ago, strictly choice fed steers and yearlings, as well as common kinds, steady; inbetween grades, 25@40c lower; weighty fat cows and heifers, 25@50c off; other grades she stock, steady to 25c lower; bulls, about steady; vealers, steady to 50c lower; extreme top fed steers, \$15.00; light yearlings also at that price; best big weights, \$14.65; most fat steers, \$13.25@14.25. There was a narrow shipper demand. A few more cattle than a week earlier and a sluggish dressed trade were the bearish factors. Weighty bullocks and inbetween grade light yearlings showed the most price loss. Low cutter cows, \$6.75@7.00; strongweight cutters, up to \$8.25; most fat cows, \$8.75@10.50; few kosher above \$11.25 at close; most butcher heifers and heiferettes, \$13.00 down to \$10.50; yearling heifers, up to \$14.75.

**HOGS**—The most severe price break in recent weeks featured the trade, but today's 25@35c advance, for which the sharp reduction in receipts was largely responsible, brought values back to practically the level of week earlier. Discrimination against butchers scaling over 260, and particularly against loads averaging over 300 lbs., was more severe than previously this season. Today's top, \$11.75, paid for 181-lb. weights; bulk good and choice 160- to 230-lb. averages, \$11.40@11.60; 240- to 300-lb. weights, \$11.25@11.50; desirable grades of 130- to 150-lb. averages, \$10.85@11.50; pigs, mostly \$9.75@10.75; packing sows, \$9.85@10.25; smooth lightweights, up to \$10.40.

**SHEEP**—Larger supplies, a draggy dressed lamb trade and an accumulation of plainer grade carcasses forced sharp price declines on fed lambs and aged sheep. Compared with a week

ago, fed lambs are fully \$1.00 lower; springers, around steady; aged sheep, around \$2.00 lower. Closing tops: woolskins, \$16.00; shorn, \$14.85; California springers, \$17.75; fat shorn ewes, \$8.50. Bulks: woolskins, \$15.25@16.00; shorn, \$14.25@14.75; fat ewes, \$7.50@8.00; few aged wethers, \$9.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., May 2, 1929.

**CATTLE**—Most classes of fed steers and yearlings finished the week at weak to 25c lower levels, although strictly choice grades, which were fairly numerous, held on a steady basis. Quality was considerably improved, with the bulk grading good to choice. She stock is closing at steady to 25c lower prices, with inbetween grades of heifers off most. Prices on bulls advanced around 25c, while vealers and calves are 50c to \$1.00 lower. Choice 970-lb. yearling steers topped the week's trade at \$14.75; mixed yearlings scored \$14.60, and best heavies went at \$14.50. Bulk of the fed offerings were taken from \$12.75@14.25, with choice heifers up to \$14.35.

**HOGS**—An unusually broad shipping demand throughout the week was responsible for a reaction which practically regained losses scored at the opening. Closing prices are generally steady with last Thursday, with some strength noted on weighty offerings scaling above 250 pounds. The week's top of \$11.25 was reached on Thursday's session for choice 190- to 230-lb. offerings. Packer buyers displayed a bearish attitude at all times, and their purchases were very limited. Packing grades are 50c lower at \$9.75 down.

**SHEEP**—Continued liberal receipts influenced further declines in both sheep and lambs. Present fat lamb

values are at the low level of the year. Lamb prices were reduced \$1.00@1.25, while mature classes suffered declines of around \$1.00. At the close, best springers sold at \$17.15; woolskins, \$15.30, and best clippers, \$14.00. Aged shorn wethers brought \$9.25 on the final session, and clipped ewes sold from \$8.50 down.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, May 2, 1929.

**CATTLE**—Liberal runs of fed steers and yearlings early in the week resulted in a downward revision to prices, and although there was a touch of strength Thursday, the early losses were not fully regained, current prices being quoted 15@25c lower for the week. Heifers closed weak to 25c lower; cows, fully steady; bulls, 25c higher; veals, about steady, with practical top at \$16.00. Choice light steers earned \$14.50, with several loads at \$14.40. Weighty steers, early in the week, cleared at \$14.15 and \$14.25.

**HOGS**—Increased supplies resulted in sharp price fluctuations in the hog trade, with the forepart of the week witnessing sharp price reduction. Some strength developed on Thursday. This cut down the week's decline. Unevenness has been an outstanding feature, and while good and choice butchers and lights, 260 lb. down, show a loss of only 10@15c, medium grades, as well as weighty butchers and packing sows, reflect a 25@50c loss for the period.

**SHEEP**—Increased marketing of new crop lambs from California, coupled with a free movement of fed woolled lambs from western Nebraska and Colorado and clipped lambs from local feed lots, resulted in sharp price declines on all killing classes. Loss on fat lambs for the period \$1.00@1.50, and about the same decline on matured sheep. On Thursday, California spring lambs sold mostly \$16.50@16.75; woolled

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## THE NATIONAL PROVISIONER

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lambs, \$14.75@15.25; clipped lambs, \$14.00; top, \$14.35; woolled ewes, \$8.50@9.50; shorn ewes, \$7.25@8.00.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 2, 1929.

**CATTLE**—Compared with one week ago: Steers, mixed yearlings and heifers, 25@50c lower; cows, all cutters and bulls, about steady; vealers, \$1.25 lower. Tops for week: 963-lb. yearlings, \$14.60; 674- and 721-lb. heifers, \$14.50; 748-lb. mixed yearlings, \$14.25; 1018-lb. matured steers, \$14.15.

**HOGS**—Liberal receipts early in the week pushed hog prices to a new low for the spring season, but with expanding shipper outlet later, the loss was recovered, with a net gain for the week of 5@10c. Bulk, light and butcher hogs Wednesday, \$11.50@11.60; top, \$11.65; most packing sows, \$10.00@10.15.

**SHEEP**—With a series of sharp price reductions, lamb quotations are around \$2.00 lower for the Thursday to Thursday day period, sheep losing nearly \$3.00. Most shorn lambs sold late at \$14.25@14.50; good spring lambs, \$16.50; bulk fat shorn ewes, \$6.00@7.00.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 2, 1929.

**CATTLE**—Prices for major slaughter classes displayed a lower tendency, and maximum reductions of around 25c occurred for steers, yearlings and she stock as buyers made a successful effort to establish a slightly wider spread in quotations on a quality and finish basis. Choice medium weight beefeves topped at \$14.40; yearlings and mixed yearlings reached \$14.25, and most fed steers and yearlings cleared at \$12.75@14.00. Choice light weight heifers scored \$14.25, and beef cows bulked at \$9.50@10.50, with best around \$11.50. Bulls advanced fully 25c, and medium grades cashed largely at \$9.25@9.50. Vealers strengthened; top, \$15.00.

**HOGS**—Declines of 25@50c were the net result of widely-fluctuating prices, and lower grades received the full setback. The late top stood at \$11.00, and most good to choice 180- to 330-lb. butchers turned at \$10.75@11.00, while medium grades dropped down to \$10.35. Packing sows and stags ranged from \$9.50@10.00.

**SHEEP**—Slaughter classes suffered a general \$1.00@1.25 slump. Woolled fat lambs topped late at \$15.50, and choice clippers made \$14.25@14.35. Shorn fat ewes were quoted up to \$8.50.

## ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., May 1, 1929.

**CATTLE**—Following outside trends, the cattle market here broke unevenly 15@25c on killing classes, with in-between she-stock and matured steers showing most of the loss. Odd lots of yearlings scored to \$13.75@14.25, bulk of all weights turning at \$12.50@13.50, fat cows at \$8.50@10.00, heifers \$10.00@11.50 and cutters from \$6.50@7.75. Bulls, on a strong to 25c higher deal,

bulked at \$9.25@9.75, while vealers, at \$15.50@16.50, were unevenly \$1.00 or more up.

**HOGS**—Declines of around 30c on the average featured the trade on light and butcher hogs, these selling mostly at \$10.70@10.80, while light lights and pigs, on a 25c break, bulked at \$10.85; sows, \$9.25@9.50.

**SHEEP**—Declines of 50@75c on slaughter lambs placed these at \$15.00@15.25, ewes breaking unevenly \$1.00@1.75 and selling from \$7.50@8.00.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., May 2, 1929.

**CATTLE**—Fed steer and yearling trade was a slow, generally 25@50c lower deal. Biggest loss was reflected in matured steers, and especially on in-between grades. Light yearling demand was fairly reliable, and in some instances held the market almost steady. Choice cattle, under 800 lbs., had best call, while steers over 1,150 to 1,200 lbs. were almost a drug. Week's top was \$14.25; bulk fed steers and yearlings, \$13.00@14.00; choice 688-lb. heifers, \$14.00; cows held firm, best up to \$11.75; bulk, \$8.75@10.50; cutters, \$6.25@8.00. Bulls sold fully 50c higher; bulk medium bulls, \$8.75@9.50. Veals continued to sell at \$14.00.

**HOGS**—The hog market limped out of a sharp early slump and finished not over 10@15c lower on medium and light averages, and 15@25c lower on heavy butchers. Top worked up to \$11.15, from \$10.90 at mid-week. Late sales, 190- to 260-lbs., mostly \$11.00@11.15; best 300-lb. hogs, \$10.65. Packing sows showed a 50c decline; bulk, \$9.75 late.

**SHEEP**—The sheep and lamb market broke \$1.00@2.00, with aged sheep off most. Fed woolled lambs topped late at \$15.30; California and Arizona springers, \$16.75@17.15; best shorn ewes, \$7.00@7.50.

## KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in February, 1929 based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, is reported by the U. S. Department of Agriculture, with comparisons, as follows:

	Cattle			Hogs			Sheep and lambs		
Steers	Pet.	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars	Lambs	Yearlings	Sheep
1928	Pet.	Pet.	Pet.	Pet.	Pet.	Pet.	Pet.	Pet.	Pet.
Jan.	39.09	57.42	3.48	58.11	46.34	0.55	98.38	6.64	
Feb.	45.92	51.14	2.94	58.97	45.64	.39	92.79	7.21	
Mar.	49.28	47.58	3.16	53.45	46.05	.50	92.93	7.07	
Apr.	52.60	44.15	3.25	51.55	47.78	.67	93.33	6.67	
May	54.54	41.14	4.32	48.32	51.02	.66	88.16	11.84	
June	52.12	43.17	4.71	54.85	49.90	71	9.29		
July	50.47	44.69	4.84	37.24	61.95	.78	90.40	9.60	
Aug.	46.31	49.09	4.60	35.84	62.33	.88	93.01	6.98	
Sept.	43.27	52.46	4.27	39.11	60.18	.71	92.63	7.37	
Oct.	35.78	59.29	4.33	43.49	55.91	.60	90.45	9.55	
Nov.	37.00	59.48	3.52	46.08	53.47	.45	90.79	9.21	
Dec.	41.89	54.97	3.14	50.38	49.32	.35	92.34	7.66	
1929	45.34	50.78	3.88	48.04	51.38	.58	91.74	8.26	
Jan.	47.54	49.44	3.02	52.48	47.15	.37	92.59	7.41	
Feb.	49.01	48.06	2.93	53.08	46.53	.39	93.12	6.88	

What precautions should be observed in cooking blood? Ask "The Packer's Encyclopedia."

## SLAUGHTER REPORTS

Special reports to The National Provisioner showing livestock slaughtered at 15 centers for the week ended April 27, 1929, with comparisons:

## CATTLE.

	Week ended	Prev. week	Cor. week
Apr. 27.			1928.
Chicago	20,919	22,168	25,392
Kansas City	15,680	20,540	18,827
Omaha	18,014	23,604	19,302
St. Louis	7,382	7,622	7,002
St. Joseph	6,617	7,735	8,490
Sioux City	9,155	8,747	10,156
Wichita (incl. calves)	1,948	1,954	1,954
Fort Worth	1,281	1,490	2,062
Philadelphia	1,749	1,528	1,974
Indianapolis	1,085	1,202	1,517
Boston	7,850	9,836	10,179
New York & Jersey City	2,564	3,383	2,813
Oklahoma City	2,148	2,602	2,602
Cincinnati	3,189	3,319	2,602
Denver	2,620	3,061	3,391
Total	100,063	120,384	120,225

## HOGS.

	Week ended	Prev. week	Cor. week
Apr. 27.			1928.
Chicago	118,205	109,659	103,500
Kansas City	25,673	20,505	21,735
Omaha	55,856	50,465	40,091
St. Louis	32,183	22,850	23,324
St. Joseph	23,022	17,459	18,805
Sioux City	37,977	36,623	35,055
Wichita	10,896	10,539	10,539
Fort Worth	11,872	8,719	
Philadelphia	18,787	16,942	19,212
Indianapolis	17,885	17,258	10,467
Boston	12,916	10,468	9,199
New York & Jersey City	46,919	48,646	57,336
Oklahoma City	13,081	12,410	6,351
Cincinnati	21,148	17,517	23,581
Denver	5,864	7,131	6,284
Total	440,412	410,655	374,657

## SHEEP.

	Week ended	Prev. week	Cor. week
Apr. 27.			1928.
Chicago	49,662	53,663	43,491
Kansas City	32,154	39,664	28,422
Omaha	31,061	37,920	27,461
St. Louis	3,461	2,640	3,077
St. Joseph	20,482	28,514	25,856
Sioux City	9,283	14,466	3,512
Wichita	1,723	2,358	2,358
Fort Worth	11,008	5,997	
Philadelphia	4,269	3,118	3,203
Indianapolis	678	222	649
Boston	2,587	2,750	4,887
New York & Jersey City	39,293	43,204	43,234
Oklahoma City	120	80	53
Cincinnati	1,274	706	730
Denver	6,897	3,310	2,944
Total	212,244	243,757	193,516

## RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets, week ended April 27, 1929, with comparisons:

## At 20 markets: Cattle.\* Hogs. Sheep.

	Week ended April 27	214,000	569,000	305,000
Week ended April 27	218,000	605,000	356,000	
1928	238,000	606,000	284,000	
1927	199,000	584,000	247,000	
1926	241,000	570,000	226,000	
1925	223,000	619,000	255,000	

## At 11 markets: Cattle.\* Hogs. Sheep.

	Week ended April 27	142,000	421,000	217,000
Week ended April 27	159,000	442,000	260,000	
1928	162,000	433,000	192,000	
1927	140,000	431,000	178,000	
1926	186,000	419,000	155,000	
1925	167,000	465,000	187,000	

\*Calves at Omaha, St. Louis and St. Joseph, counted as cattle previous to 1927.

## U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, April 26, 1929, with comparisons:

	Wk. ended	Prev. wk.	Cor. wk.
Apr. 26.			1928.
Chicago	118,205	109,639	93,124
Kansas City, Kans.	55,207	64,081	38,634
Omaha	51,504	55,490	31,784
*St. Louis	54,508	53,621	47,339
Sioux City	42,128	41,032	24,095
St. Paul	41,300	39,884	39,500
New York City	33,270	33,578	38,072

\*Includes East St. Louis, Ill.

## RECEIPTS AT CENTERS

SATURDAY, APRIL 27, 1929.

	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	
Chicago	50	5,000	5,000	Chicago	8,000	23,000	18,000	7,500	19,000	15,000
Kansas City	200	1,500	500	Kansas City	9,500	18,000	12,000	1,800	5,300	5,000
Omaha	400	11,000	1,200	St. Louis	9,000	17,000	15,000	2,100	6,500	8,000
St. Louis	75	4,500	—	St. Joseph	3,500	17,500	3,000	1,500	13,000	2,200
St. Joseph	150	2,000	300	Sioux City	1,400	5,500	7,000	800	4,000	7,000
Sioux City	300	9,000	100	St. Paul	3,000	7,500	2,500	2,000	4,000	300
St. Paul	500	600	—	Oklahoma City	2,600	6,500	500	2,300	5,000	100
Oklahoma City	600	600	—	Fort Worth	500	2,400	—	900	1,500	—
Fort Worth	200	200	800	Milwaukee	1,800	1,600	1,200	2,200	1,500	1,800
Milwaukee	—	100	—	Denver	700	1,100	5,200	1,700	800	2,200
Denver	30	225	4,215	Louisville	200	1,000	100	400	800	100
Louisville	200	700	300	Wichita	500	6,800	600	500	1,700	300
Wichita	700	1,900	100	Indianapolis	1,400	7,400	600	500	3,500	100
Indianapolis	100	3,500	100	Pittsburgh	1,300	800	—	2,500	500	—
Pittsburgh	100	600	100	Cincinnati	200	3,300	400	200	2,300	300
Cincinnati	200	1,900	100	Buffalo	100	800	100	200	500	400
Buffalo	100	400	900	Cleveland	400	1,500	1,400	200	1,500	1,000
Cleveland	100	500	100	Nashville	400	1,500	300	500	1,200	400
Nashville	300	800	300	Toronto	1,000	800	100	100	200	—
Toronto	500	200	—							

MONDAY, APRIL 29, 1929.

	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	
Chicago	17,000	60,000	18,000	Chicago	9,000	25,000	14,000	1,000	11,000	10,000
Kansas City	12,000	16,000	11,000	Kansas City	6,500	10,000	18,000	700	5,500	1,800
Omaha	11,000	18,000	14,000	Omaha	5,500	10,000	7,000	800	8,500	6,500
St. Louis	2,500	20,000	1,800	St. Louis	2,000	11,500	2,800	St. Louis	4,000	4,000
St. Joseph	3,600	9,500	8,000	St. Joseph	2,000	6,500	6,000	St. Joseph	4,000	5,500
Sioux City	5,400	11,500	1,500	Sioux City	2,500	6,500	2,500	Sioux City	1,000	7,000
St. Paul	4,500	11,000	700	St. Paul	3,500	11,500	700	St. Paul	2,000	7,000
Oklahoma City	700	2,600	—	Oklahoma City	500	2,400	—	Oklahoma City	900	1,500
Fort Worth	12,200	2,000	7,300	Fort Worth	4,400	1,800	5,000	Fort Worth	2,200	1,500
Milwaukee	300	600	100	Milwaukee	600	1,500	100	Milwaukee	600	9,000
Denver	2,000	1,500	3,500	Denver	900	2,200	6,400	Denver	1,700	800
Louisville	300	1,500	300	Louisville	200	1,200	200	Louisville	200	1,100
Wichita	3,200	5,700	800	Wichita	300	3,400	600	Wichita	300	3,000
Indianapolis	1,100	6,000	500	Indianapolis	1,400	6,000	400	Indianapolis	100	1,500
Pittsburgh	900	5,000	4,700	Pittsburgh	1,200	1,500	—	Pittsburgh	2,500	500
Cincinnati	1,400	4,300	100	Cincinnati	300	2,600	100	Cincinnati	200	1,100
Buffalo	1,600	8,500	6,600	Buffalo	200	1,000	300	Buffalo	100	3,200
Cleveland	1,000	4,500	3,000	Cleveland	300	1,800	1,100	Cleveland	200	1,700
Nashville	500	1,600	600	Nashville	200	1,500	—	Nashville	200	8,500
Toronto	2,800	1,200	500	Toronto	700	1,400	200	Toronto	200	300

TUESDAY, APRIL 30, 1929.

	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.
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	Cattle.	Hogs.	Sheep.	Chicago	Hogs.	Sheep.	Chicago	Hogs.	Sheep.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, April 27, 1929, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Swift & Co.	4,516	5,131	20,807
Armour & Co.	5,998	3,969	20,210
Morris & Co.	2,389	2,865	2,203
Wilson & Co.	4,665	2,824	6,442
Anglo-Amer. Prov. Co.	925	2,565	...
G. H. Hammond Co.	1,888	3,035	...
Libby, McNeil & Libby	528	...	...
Brennan Packing Co.	7,399	hogs; Independent Packing Co.	2,079
Boyd, Lunham & Co.	2,575	hogs; Western Packing & Provision Co.	2,575
Agar Pkg. Co.	3,937	hogs; others, 5,920	hogs
22,709	hogs.		
Totals: Cattle, 20,919; calves, 19,867; hogs, 105,068; sheep, 49,862.			

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,556	882	5,892	6,395
Cudahy Pkg. Co.	2,281	481	3,684	6,350
Powier Straub Co.	581	...	...	...
Morris & Co.	1,622	527	3,965	4,014
Swift & Co.	2,612	671	11,272	8,233
Wilson & Co.	3,339	483	3,110	7,262
Others	637	38	1,020	10
Total	12,628	3,052	25,673	32,154

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,988	11,545	9,389
Cudahy Pkg. Co.	3,702	10,857	8,851
Dold Pkg. Co.	1,076	4,768	...
Morris & Co.	2,651	4,956	3,461
Swift & Co.	4,983	9,296	9,512
Eagle Pkg. Co.	10	...	...
M. Glassburg	1	...	...
Hoffman Bros.	50	...	...
Mayerowich & Vall	26	...	...
Omaha Pkg. Co.	37	...	...
J. Roth & Sons	76	...	...
So. Omaha Pkg. Co.	20	...	...
Lincoln Pkg. Co.	323	...	...
Nagle Pkg. Co.	173	...	...
Sinclair Pkg. Co.	568	...	...
Wilson & Co.	454	...	...
Others	19,519	...	...
Total	19,089	60,941	31,213

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	483	942	2,981	780
Swift & Co.	1,713	3,095	5,134	1,382
Morris & Co.	1,152	80	1,185	50
E. Side Pkg. Co.	1,239	...	4,020	...
Amer. Pkg. Co.	106	105	651	...
All Others	2,699	1,357	18,212	1,249
Total	7,392	5,579	32,183	3,461

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,513	562	11,664	20,602
Armour & Co.	1,521	372	6,054	5,532
Morris & Co.	1,353	198	5,101	3,344
Others	3,179	6	4,132	4,545
Total	8,566	1,139	26,951	34,027

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,923	205	16,410	3,115
Armour & Co.	2,965	230	15,046	4,033
Swift & Co.	1,044	206	8,852	2,413
Smith Bros.	4	78	...	...
Others	2,346	51	8,811	...
Total	10,178	706	50,097	9,561

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	753	387	6,852	1,723
Dold Pkg. Co.	571	29	4,270	...
F. W. Dold	46	...	274	...
Wichita Dr. Bf. Co.	10	...	...	...
Dunn-Ostertag	146	...	...	...
Keefe-LeStourgeon	6	...	...	...
Total	1,532	416	10,896	1,723
Not including 8,928 hogs bought direct.				

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,146	51	1,923	2,950
Armour and Company	1,235	142	1,897	2,930
Blayne-Murphy	403	92	1,519	...
Others	362	200	1,714	1,176

Total..... 3,166 485 7,053 8,656

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,371	4,714	13,388	900
Cudahy Pkg. Co.	441	1,550	...	...
Hertz Bora	158	15	...	...
Swift & Co.	4,448	7,065	18,031	1,797
United Pkg. Co.	1,526	130	...	...
Others	904	57	6,591	...
Total	10,848	13,561	38,010	2,697

	MILWAUKEE.			
	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,687	7,963	7,167	167
United D. B. Co.	34	...	...	...
The Layton Co.	...	...	1,031	...
R. Gunz & Co.	120	26	70	...
Armour & Co.	680	...	3,993	...
N. Y. B. D. M. Co.	33	...	...	...
Others	837	320	131	90
Total	3,891	8,306	12,392	257

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	653	3,308	20,455	804
Kingan & Co.	1,654	940	10,073	413
Armour and Co.	405	39	1,945	22
Indpls. Abt. Co.	1,365	232	819	64
Hilgemeter Bros.	4	...	1,398	...
Brown Bros.	150	9	171	...
Schussler Pkg. Co.	45	...	296	...
Riverview Pkg. Co.	21	...	208	...
Ind. Prov. Co.	30	10	317	9
Miller Pkg. Co.	91	6	344	4
Art. Wabnitz	7	47	...	61
Maas Hartman Co.	30	8	...	...
Hoosier Abt. Co.	14	...	...	...
Others	453	106	240	160
Total	4,910	4,765	36,266	1,546

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	30	60	107	193
C. A. Freund	...	8	...	193
S. W. Gall	87	143	...	42
J. Hilberg & Son	115	143	...	42
Gus. Juengling	587	587	8,022	...
E. Kahn's Sons Co.	506	587	1,024	315
Kroger G. & B. Co.	108	134	2,718	...
Lohrey Pkg. Co.	4	...	277	...
H. H. Meyer Co.	92	37	...	2,135
A. Sander Pkg. Co.	4	...	99	...
J. Schlaechter Pkg. Co.	208	251	...	100
J. Vogel & Son Co.	12	5	415	...
J. F. Stegner	173	243	...	17
Foreign	143	1,529	6,068	56
Total	1,497	2,997	16,979	765

Total including 852 cattle, 81 calves, 9,413 hogs and 388 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended April 27, 1929, with comparisons:

## CATTLE.

	Week ended	Prev. week.
Chicago	20,932	21,168
Kansas City	12,626	16,497
Omaha	19,689	26,617
St. Louis	7,392	7,922
St. Joseph	8,560	8,921
St. Louis City	10,178	11,041
Oklahoma City	4,498	2,318
Wichita	1,532	1,280
Denver	3,166	3,744
St. Paul	10,848	11,208
Milwaukee	3,391	2,765
Indianapolis	4,919	4,788
Cincinnati	1,497	1,685
Total	105,623	120,321
115,009		

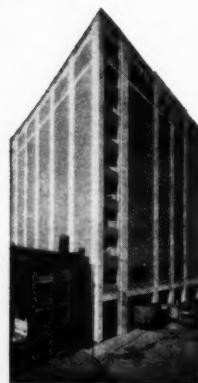
HOGS.

## SHEEP.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	St. Louis City	Oklahoma City	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati
Chicago	40,606	32,154	39,664	34,421	40,606	45,154	21,213	2,358	10,837	2,331	1,479	1,546	1,131
Kansas City	21,213	20,805	28,422	20,052	21,213	20,052	19,689	2,358	10,837	2,331	1,479	1,546	1,131
Omaha	19,689	26,617	20,052	20,052	19,689	20,052	19,689	2,358	10,837	2,331	1,479	1,546	1,131
St. Louis	7,392	7,922	7,922	7,922	7,392	7,922	7,922	2,358	10,837	2,331	1,479	1,546	1,131
St. Joseph	8,560	8,921	8,921	8,921	8,560	8,921	8,921	2,358	10,837	2,331	1,479	1,546	1,131
St. Louis City	10,178	11,041	11,041	11,041	10,178	11,041	11,041	2,358	10,837	2,331	1,479	1,546	1,131
Oklahoma City	120	80	80	80	120	80	80	53	53	53	53	53	53
Wichita	1,723	2,358	2,358	2,358	1,723	2,358	2,358	1,131	1,131	1,131	1,131	1,131	1,131
Denver	8,656	21,920	21,920	21,920	8,656	21,920	21,920	10,837	10,837	10,837	10,837	10,837	10,837
St. Paul	2,697	2,331	2,331	2,331	2,697	2,331	2,331	1,479	1,479	1,479	1,479	1,479	1,479
Milwaukee	257	240	240	240	257	240	240	133	133	1			

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DOORS ARE  
STANDARDIZED  
EQUIPMENT**

in



**THREE of 1928's  
LARGEST TERMINALS**



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CHICAGO



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If economy in temperature control means anything at all to you, it should mean YORK Refrigeration and the advice of YORK engineers.

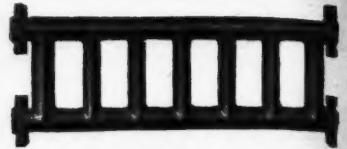


Where a steady thermometer indicates steady profits, choose dependable YORK Refrigeration, as so many markets have. Exactly controlled cold for store-room, cooler, counter cases and anywhere else—from one central plant.

Just a letter—and a YORK engineer is on the job

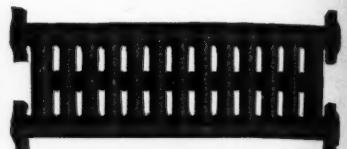
**YORK**  
ICE MACHINERY CORPORATION  
YORK PENNA

# OWNERS ENGINEERS CONTRACTORS



THE 6 SQUARE FOOT SECTION

Especially adapted for "Permanent Frostation" installation. Allows maximum air circulation at all times. Two types: One for Direct Expansion Ammonia systems and one for Brine Circulating systems. So efficient that only 80% of the ordinary computed surface is needed.



THE 8 1/2 SQUARE FOOT SECTION

Maximum service in minimum space. Are used as shelves in ice-cream hardening rooms. Designed for submerged surface, and for exposed surface on "Intermittent Frostation" where sections defrost during shut-down period. Two types: One for Direct Expansion Ammonia systems and one for Brine Circulating systems.

Our advertisements in the past have told you of some of the advantages of using American Refrigerating Sections.

Now we should like to have the opportunity of placing in your hands the story of American Refrigerating Sections as told by some of the users.

No matter whether your work be cold storage, packing house, ice-cream, dairy or industrial, American Refrigerating Sections will do your work to your entire satisfaction.

Please write our office nearest you and we shall be glad to send the story as told by these users.

## AMERICAN RADIATOR COMPANY

INDUSTRIAL DIVISION

816 So. Michigan Avenue, Chicago

40 W. 40th St.  
NEW YORK CITY

1423-25 Baltimore Ave.  
KANSAS CITY



Quinby Bldg.  
LOS ANGELES

# Ice and Refrigeration

## REFRIGERATION NOTES.

The Jervain Corp., New York, N. Y., has acquired the Terminal Ice & Cold Storage Co., Hagerstown, Md., the ice division of the Federal Milling & Refrigerating Co. and the ice business of H. E. Bester & Co., the transaction involving approximately \$1,000,000.

The plant of the Hornell Ice & Cold Storage Co., Hornell, N. Y., is being remodeled and the present capacity considerably increased.

New York Buyers, Inc., of San Antonio, Tex., are preparing to erect a \$150,000 cold storage and poultry dressing plant at Yoakum, Tex., for shipment of produce direct to eastern markets.

The Southeastern Ice & Cold Storage Co., Lake Worth, Fla., will spend approximately \$60,000 in complete remodeling of present plant.

Arthur F. Perry, Bisbee Bldg., Jacksonville, Fla., will erect a cold storage warehouse in that city in the near future.

The Florida Public Service Co. of Orlando, Fla., has acquired the Hardee County Ice & Storage Co., including plant at Wauchula, Fla., cold storage plant at Bowling Green, and equipment.

The Boonville Ice & Storage Co. has been incorporated at Boonville, Ind., capital stock \$25,000, by W. F. Huthsteiner, Edw. Huthsteiner and Wm. S. Hatfield.

The Pacific Refrigerating Co., subsidiary of the Northwestern Ice & Cold Storage Co. of Portland, Ore., has filed articles of incorporation, capitalization \$150,000, to conduct cold storage and ice business at Tacoma, Wash. Incorporators are Fred A. Henningsen, W. F. Henningsen and W. F. Henningsen, Jr.

The Security Warehouse & Cold Storage Co., San Jose, Calif., let contracts recently for a \$50,000 pre-cooling plant to be built at Santa Clara, Calif.

The Jerpe Cold Storage Co., Omaha, Neb., has let contracts for a 3-story cold storage plant and creamery, to cost \$50,000.

Construction of a cold storage and refrigeration plant is being planned by the Southern Ice & Utilities Co. of Dallas, Tex., at Whitewright, Tex.

## JOINS JAMISON IN CHICAGO.

Stanley Baldwin has just been appointed representative in the Middle West for both the Jamison Cold Storage Door Co. of Hagerstown, Md., and the Stevenson Cold Storage Door Co. of Chester, Pa., according to announcement made by President J. V. Jamison, Jr., of the Jamison company. Mr. Baldwin will maintain offices at 1832 Builders Bldg., 228 North La Salle st., Chicago.

Mr. Baldwin has been associated with the cold storage industry for a considerable number of years, first, in 1908, with the Johns-Manville Co., then the Armstrong Cork Co. throughout the Middle West. Some eight years later he became connected with the United Cork Companies in Chicago, Pittsburgh and Cleveland.

## CARE OF CONDENSOR COILS.

It is essential that condenser pipe surfaces be kept clean and free from scale to ensure the maximum heat exchange between the pipes and the cooling water. Dirt or scale on the pipes acts as a heat insulator, and prevents the proper cooling of the liquid being condensed, according to an article in a recent issue of *Cold Storage*.

On the inside of the coils, lubricating oil, etc., which is carried over from the compressor is liable to be deposited, also other slime; while on the outside of the coils, if the water is hard, slime is formed which soon hardens into scale. Some waters deposit hard scale. These should be avoided, therefore, for cooling purposes, and if none other is available, it should first be suitably softened.

When scale first commences to form on the tubes, it is as a slime and in this state is fairly easy to remove, but if allowed to remain and harden it will form hard scale, which will need chipping to remove it. When chipping the tubes the tubes themselves are easily damaged, and the surface of the metal may suffer injury.

With an atmospheric condenser the best way to remove any slime is to wash the coils frequently with a stream of high-pressure water and brush with a wire brush. This will prevent scale forming. If hard scale has already formed, the worst of this is best removed by a chipping chisel, and an old file or rasp used to get the tubes quite clean.

The inside of the coils can be most conveniently cleaned by a supply of high-pressure steam. All the gas valves should first be closed and a steam supply connected to the gas header. The steam should be turned on, and each gas valve opened successively, allowing the steam to pass through that section, blowing out any dirt.

When this has been done, disconnect the steam supply and connect a supply of high-pressure air. This should be blown through each section of coils in the same way as the steam, and will blow out any condensed water. Cleaning with steam in the first place is best, as steam is more effective against oil than air.

Double pipe condensers cannot be cleaned in this way, owing to the water flow being through closed pipes. The presence of scale in these condensers is more objectionable than in the former, as, being inside a tube, it is more difficult to remove.

The best way of removing sediment before it hardens is to reverse the water flow through the tubes for a few minutes each day, or, with good water, every few days. To enable this to be done, proper connections must be made to wash out headers through three-way cocks. This will enable the wash-out water to flow to the sewer, carrying the sediment with it.

If the sediment is not removed in this way it will form scale on the tubes. The only way to remove this is by means of a stiff wire brush or tube scraper, which is pushed through the tube. With

hard scale, drilling may be necessary.

This can be done by means of a drill nearly the diameter of the tubes to be cleaned. This should be fixed at the end of a stiff metal rod and forced through the tubes, turning it as it goes to enable it to cut the scale. The tubes can then be blown out with steam to remove all the loose scale. The external tubing, through which the liquid being condensed passes, can be cleaned with steam and air, as in the case of atmospheric coils.

## LETTERS TO PACKER SALESMEN.

(Continued from page 26.)

knowledge of the goods, but this will never make him a salesman.

You cannot learn to read human nature in a month, but if you study it closely each day this month you will see where you were wrong, and can improve next month.

The days of treating customers and taking their time and your own by telling funny stories in order to get into their good graces, are rapidly passing away. Life is too short; business methods are changing.

### Get Right Down to Business.

Present your business in a clear-cut, concise, earnest manner, straight from the shoulder. And even if the buyer is unable to use a single item, you will have made such an impression on him that he will remember you and your firm when you call again, and probably send in his mail order—which you have, of course, asked him to do after all resources have failed.

Every merchant likes a hustler, and one who is in dead earnest.

Don't bore your customer. Quit talking when you get through with your business, and get after the next one.

The nicest compliment I ever had from a customer was from a large buyer who said:

"Young man, you are the most persistent salesman I ever met, but still you do not bore me, and I am going to give you my business which has formerly been given to another."

Study your customer's weak points. About nine out of every ten buyers will say they are not in the market for anything, but by always having some articles in mind that he can make a good profit on you will often get a good order from the man who wanted nothing.

### Some Points on Human Nature.

Your ability to judge human nature will tell you how far to go. Don't be afraid of selling him too much. Remember, if our goods are in his house we shut out the possibility of our competitors selling him.

You will find that it always pays to be honest and a thorough gentleman with your customers.

Do not get on too friendly terms with your customer, as he will demand and expect favors of you that will be hard for you to refuse. At all times remember that you are working for the firm's interest. Be courteous and agreeable, but don't be compromising.

Don't stop calling on a buyer just because you called on him a number

of times without results. The harder the customer, the more satisfaction when you do get him, and the more ability required to sell him. You have not judged him correctly, and your competitor has. Change your tactics with him and never let up on him till you have secured his patronage. I have heard buyers remark that a certain salesman has called on him so often, and been after him so hard, that he would have to give him at least a portion of his patronage.

**3. Willingness to work.**—Taking it for granted that you are adapted to the work of selling goods, that you have a "thorough knowledge of the goods you are selling," and that you have the "ability to judge human nature quickly and correctly," you will not be a successful salesman without "willingness to work."

The packinghouse business is no place for a lazy salesman.

You cannot lay around a hotel two or three hours a day and make a success in this business. Figure out your route so that the greatest number of towns can be made and no time lost. If you are on the road for pleasure, get off.

The hustling, successful salesman will be found selling from early morning till the last store is closed at night. There are no snags in this business. I am a firm believer that there is no man too good for our firm, and that good men will always be in demand.

#### Keep the Pace or Drop Out.

We will not touch on the mistakes of salesmen in this letter, but will be pleased to assist you personally during this year in improving your manner of selling goods.

We propose to double the car route and local business at our plant this year, and to do this will require your hearty cooperation, and perhaps more energy on your part than heretofore.

The pace will be a fast one; if you cannot stand it, drop out and make room for some young man with more ambition than yourself. Our goods are the best that are made, and this year they must be placed with every possible buyer in every town in our territory.

Let us not be satisfied until we have secured all the business. We want none but good salesmen this year, so see that you are in this class.

Yours respectfully,  
A. L. EBERHART.

This is the second of the letters:

#### Mistakes of Salesmen

Chicago, May 1, 1900.

In line with the letter we sent you sometime ago on the "Elements of successful salesmanship," we will call your attention in this letter to some of the mistakes made by salesmen in their manner of handling trade.

One of the first mistakes is in the manner of approaching a customer. Some salesmen approach a customer as though they were scared to death, and by not making a strong enough impression and having a definite line of attack planned, it becomes very easy for a buyer to turn them away without the audience they otherwise might have secured.

Thus, before you have had a chance to present the various articles you have

for sale, the customer has dismissed you, simply because your manner of handling him was at fault.

#### Wrong Way to Go at It.

Some salesmen say to a buyer: "You don't want any hams or bacon today; you don't want any lard today." To this the buyer will almost invariably say "No."

How could you expect him to reply in any other manner, when you have already answered the question you sought to ask?

Call the buyer's attention to what you have to sell, and have a good argument to substantiate what you say. You must be the positive force as the buyer is usually the negative.

A common mistake is in only calling a buyer's attention to the articles that sell most easily—hams, picnics, bacon, lard, etc., and not giving the proper attention to the various articles on your list which help to clean up the product of the packinghouse.

We can send out an office boy and sell hams and lard, but it requires salesmanship to sell fancy hams and bacon, beef extract, pickled goods, sausage specialties, beef and sheep cuts, offal, canned meats, soap, etc., with trade that have never handled them.

#### Don't Listen to the Birdies.

A serious mistake is to allow yourself to take in everything you hear about how low some other packer is selling his goods. Some salesmen get to believe their whole line is higher than any other packer's, simply because they have heard of some instance where someone else has sold one or two items at a lower price than ours.

As soon as a salesman gets his mind filled up with what some one else is doing to the detriment of his own business, it becomes necessary to replace him with someone who can sell *our* goods at *our* prices. *We are not making the prices of other packers' goods and they are not making ours.*

Don't make the common mistake of being satisfied with an order of two or three items, when you should have sold the customer every item he uses.

#### Some Common Mistakes.

It is a mistake to side with a customer when he makes an unjust claim, and about nine out of every ten are unjust.

It is a mistake to allow any competitor to secure more business than you.

Common mistakes are laziness, carelessness in writing your orders, lack of pride in handling your business in the best possible manner, being too easily satisfied, not working the trade hard enough, too much pleasure and not enough business.

Do not be satisfied until you are known by all as the best salesman in your territory.

Yours respectfully,  
A. L. EBERHART.

#### ARGENTINE MEAT PRODUCTION.

Production of beef, mutton and pork in Argentina during 1928, according to consulates to the U. S. Department of Commerce, were as follows:

	Home consumption, lbs.	Export, lbs.	Total, lbs.
Beef . . . . .	280,651,819	1,364,784,304	1,654,436,212
Mutton . . . . .	15,666,161	182,655,429	198,321,590
Pork . . . . .	39,776,623	9,954,150	49,730,774
Total . . . . .	345,094,603	1,557,383,973	1,902,488,576

#### FOR BETTER DISTRIBUTION.

(Continued from page 26.)

may conform with the desires and requirements of the consumer.

"That manufacturers should be impressed with the need for study and comparison of their costs of distribution.

"That groups within each particular industry should study production with relation to consumption in order to prevent over-production.

#### Problem of the Chain Store.

Of the chain store the committee said:

"The rapid rise of chain stores has had more far-reaching consequences than any other single recent development in the field of marketing in this country. New problems have been created for manufacturer, retailer, and wholesaler. New methods of marketing have been adopted as a direct result of the growth of the chains and every distributing agency is attempting to effect economies which will reduce its cost and improve its methods.

"Today every one is asking the question 'How far will the chain stores go?'

"That chain store merchandising has performed some economic services cannot be denied. It would be profitable for those who are complaining as a result of their inability to meet chain competition effectively, to face present conditions squarely and study and adopt the most economic methods of chain store operations.

"Since most thinking observers agree that this success lies in efficient management by the controlling agencies, the adoption of similar methods by individual merchants is by no means impossible, because there is no monopoly on human ingenuity.

"Chains are a coordination of wholesale and retail units, with the management exercising a control over the retail outlets. Such cooperation as between the parts of the chain system may well be carried on by independent wholesalers and retailers to a greater degree than at present."

#### Reduction of Distribution Costs.

A series of recommendations looking to the reduction of distribution costs was submitted by Committee III. Among these were:

Central control of cost studies.

Inquiry into buying habits.

Selective buying and selling.

Limiting size of orders and shipments.

Simplification of styles, varieties and sizes.

Uniform accounting.

Limiting trading areas.

The committee made the following suggestions as to business analyses and distribution problems:

"We have endeavored to ascertain what business analyses are practical. Our report reaches the conclusion that wholesalers may rely upon studies of distribution costs to determine (1) economic trading areas and distances; (2) selection of customers based upon profitable operation; (3) consideration of profitable minimum size of orders and shipments; (4) simplification of styles and varieties in their relation to turn-over and profits.

"We believe also that there are tremendous possibilities through the adoption of uniform accounting methods."



## VERSATILITY

INSULATION methods are keeping pace with modern construction practices. New and important improvements in erecting corkboard are constantly being developed. "UNITED'S SERVICE"—progressively alert—is always seeking to obtain better and more economical methods of installation. This implies technical effectiveness, and a ready and unremitting willingness to serve.

The ability to test and improve new ideas has resulted in United's *approved* methods being universally accepted as the most effective in the industry. It accounts for the selection of "UNITED'S SERVICE" for the difficult and important Cold Storage Work throughout the country.

*No matter what your insulation problem is, it will pay you to consult with a UNITED Engineer. Write us.*

## UNITED CORK COMPANIES

Main Office and Factories: LYNDHURST, N. J.

Branch Offices in Principal Cities.

## These well-known Packers all use Jamison Doors:

Oscar Mayer & Co. Jacob Dold Packing Co.,  
Chicago, Ill. Various Plants.  
J. E. Decker & Sons, The Columbus Packing  
Mason City, Iowa. Co., Columbus, Ohio.  
T. M. Sinclair & Co., St. Louis Independent  
Ltd., Packing Co.,  
Cedar Rapids, Iowa. St. Louis, Mo.  
American Packing Co. Arizona Packing Co.,  
St. Louis, Mo. Phoenix, Ariz.

These are just a few of the many in all 48 States and many foreign countries using Jamison products.

Our catalog shows why. Gladly sent on request. Also folder on the new Jamison WEDGETIGHT Fastener.

### JAMISON COLD STORAGE DOOR CO.

Hagerstown, Md. U. S. A.  
2 West 45th St., New York City  
Em. 1832, Builders Building, 228 N. La Salle  
St., Chicago; 333 Market St., San Francisco;  
2650 Santa Fe Ave., Los Angeles



# Jamison Cold Storage Doors

each trade to facilitate cost comparisons.

"In addition, the committee is of the opinion that practical examination of such elements as selection of stocks, based on profitable operation; methods of stock control, to promote economical operations and to secure more effective use of capital invested in inventories, and direction of selling to obtain more effective use of sales expenditures, will repay the time and effort placed in making them.

"Selective selling—that is, discrimination among accounts which are to be retained and continuance only of those which show or can be made to show a profit—not only is an imperative policy for wholesalers but also is the soundest basis available for the development of expanded business.

"There is a natural inclination to regard a proposal to select customers as a proposal to eliminate accounts. There is more reason, however, to adopt selective selling as a means of expansion rather than elimination. The first natural process may be elimination after the fact as to unprofitable accounts has been ascertained, but expansion should be the ultimate object of any healthy enterprise.

"There is no sounder basis of expansion than to provide essential services at an advantageous, economical cost. From this standpoint, merchandise becomes an element of service rather than merely a commodity.

"An analysis of present accounts should be approached from the standpoint of the volume of sales and the cost of operation. Volume of sales is a factor relatively easy to identify; it already is on the books of any com-

pany and will be considered presently.

"It is in determining the cost of operation that difficulty is encountered. Every cost should be considered. The cost of the commodity itself is by no means the only charge against merchandise before it reaches the shelves of the dealer. There is a cost of selling, which is just as legitimate, just as necessary and quite as unavoidable as the cost of raw material, fabrication or transportation.

"The salesman on the road, the special service to the retailer to push a product, its delivery and its advertisement, all represent definite charges which must be absorbed by the markup and which properly should be so absorbed. There must be the most painstaking effort to allocate these costs to various lines of merchandise carried and to various accounts."

Evils growing out of the increasing tendency toward competition in the extension of credit and the non-observance of sales terms are denounced in the report of Committee IV.

### AUSTRALIAN MEAT PRODUCTION.

Livestock submitted in Australia for slaughter and inspection and for export during January, 1929, totaled 10,954 cattle, 8,913 calves, 512 hogs and 220,784 sheep. Frozen meats in storage in Australia and held for export on Jan. 31, 1929, were as follows: Beef—8,897 crops, 5,348 fore, 17,195 hinds, 45 butts, 93 rumps, 1,266,888 lbs. boneless beef, 221,337 lbs. other beef; veal—31 fore, 269 hinds, 1,393 sides, 712 carcasses; mutton, 50,954 carcasses; lamb, 253,645 carcasses; pork, 125 carcasses.

### MANUFACTURERS — CONTRACTORS — ENGINEERS

## ARE YOU A FIVE- MINUTE EGG...



Some hardboiled business men might smile at a few of our notions. Here's one: We try to give every client an extra measure . . . "a baker's dozen" of promptness, service and quality. Yet our policy has prospered. You'll find us now at our new and larger quarters ready to bid on your cork insulation job.

**CORK INSULATION CO., Inc.**  
154 Nassau St., New York

### ELDORADO CORKBOARD FOR ROOF INSULATION

## Mathieson Ammonia Anhydrous and Aqua

SODA ASH	VANILLIN	COUMARIN
CAUSTIC SODA	CAUSTIC SODA	BENZOIC ACID
LIQUID CHLORINE	BLEACHING POWDER	BENZALDEHYDE
CHLORINE PRODUCTS	BICARBONATE OF SODA	ETHYL VANILLIN
H. T. (HYPOCHLORITE)	H. T. (HYPOCHLORITE)	BENZOYL CHLORIDE
PURITE (FUSED SODA ASH)	PURITE (FUSED SODA ASH)	BENZOATE OF SODA
		BENZYL ALCOHOL
		SULPHUR DICHLORIDE

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

### The MATHIESON ALKALI WORKS (Inc.)

250 PARK AVENUE, NEW YORK CITY  
PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI  
WORKS: NIAGARA FALLS, N.Y. SALTVILLE, VA. NEWARK, N.J.



### MEAT PACKING INVENTORIES.

Inventories held by 15 meat packing companies at the end of 1928 totaled \$313,000,000, according to data compiled by Ernst & Ernst, public accountants, showing an increase of 7 per cent over inventories at the end of 1927. This compares with other food products firms, of which 32 reporting companies showed inventories of \$92,500,000 on Dec. 31, 1928, against \$74,800,000 on Dec. 31, 1927.

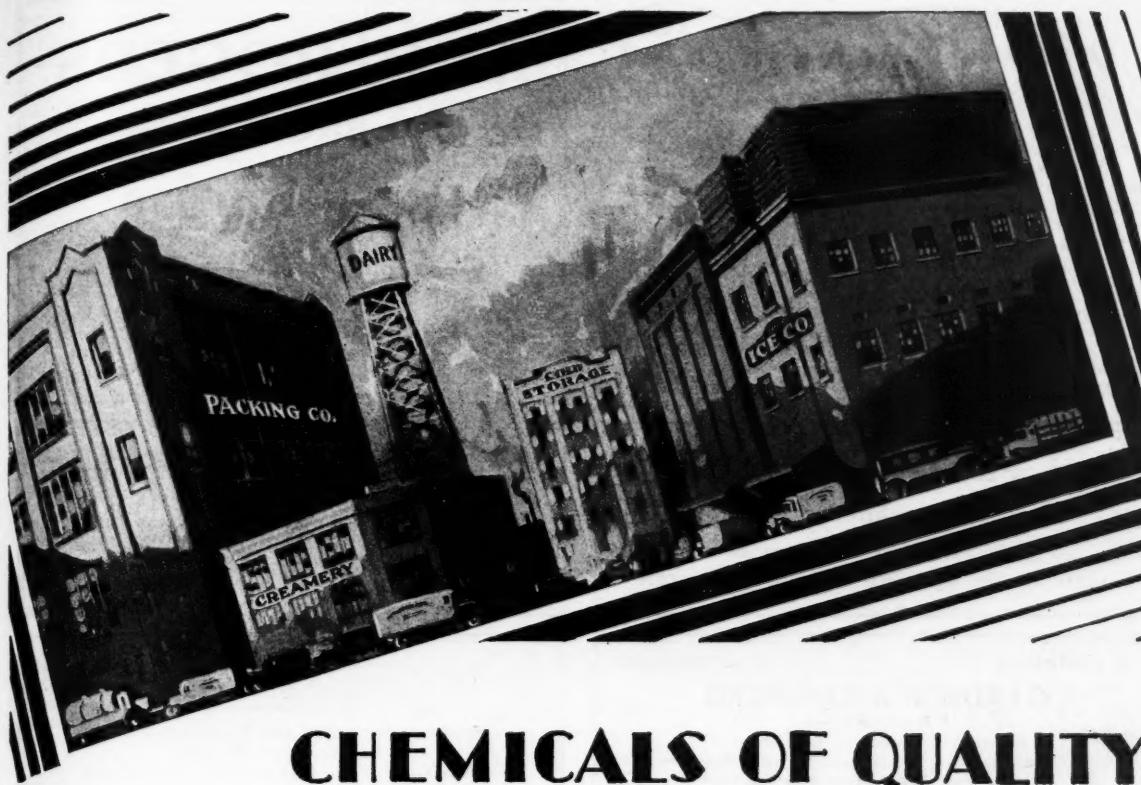
This report also shows that during 1928 sales of the 15 reporting packing firms totaled \$2,614,500,000, against \$2,523,000,000 the previous year, an increase of 4 per cent. The 32 other food products concerns reported sales totaling \$821,500,000 in 1928 compared with \$634,000,000 in 1927.

### SLAUGHTERS IN NEW ZEALAND.

Livestock slaughters in New Zealand for March, 1929, according to cable advices, with comparisons, were as follows:

	Mar. 31, 1929.	Mar. 31, 1928.
Beef, quarters.....	20,506	10,541
Hogs, carcasses.....	30,670	18,982
Lamb, carcasses.....	442,271	322,386
	Mar. 31, 1929.	Mar. 31, 1928.
Beef, quarters.....	32,715	11,223
Hogs, carcasses.....	49,074	61,666
Lamb, carcasses.....	1,086,068	1,086,068
Mutton, carcasses.....	704,601	718,386

Watch the "Wanted" page of THE NATIONAL PROVISIONER for bargains and business opportunities.



## CHEMICALS OF QUALITY FOR THE PACKING AND PROVISION BUSINESS

Straight  
Calcium Chloride  
73-75% Solid  
77-80% Flake  
  
Sodium Sulphide  
Solid and Flake 60-62%  
Crystals 30-33%  
  
Epsom Salt Technical  
Salt

Every new order for Dow Chemicals for use in the packing and provision industries almost invariably marks the beginning of a steady business friendship.

The reliability and uniformity of all Dow Chemicals, due to the high quality standards under which they are manufactured, insures an effectiveness which makes their use exceptionally desirable.

Dow Straight Calcium Chloride, 73-75% solid and 77-80% flake, is manufactured in accordance with specifications recommended by the refrigeration and cold storage trades and is free from magnesium and other objectionable impurities.

Dow Sodium Sulphide, Salt, and Epsom Salt Technical have a well established reputation for exceptional uniformity and purity.

Dow Chemicals for the packing and provision industries are readily available from warehouse stocks carried by dealers in principal cities.

# DOW

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THE DOW CHEMICAL COMPANY  
MIDLAND, MICHIGAN

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## CALCIUM CHLORIDE

73-75% SOLID  
77-80% FLAKE

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**ASSOCIATE MEMBER**  
 Give Each Order Their Personal Attention  
 Cash Provisions - Beef - Etc  
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**J. C. Wood & Co.**  
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 1637 Prairie Ave., Chicago, Ill.  
 PACKING PLANTS AND COLD STORAGE CONSTRUCTION

**JOHN H. BURNS CO., Broker**  
 Export Packing House Products Domestic  
 407 Produce Exchange, New York City  
 Member New York Produce Exchange  
 Cable Address: "Jonburns"  
 Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)  
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 Brokers, Importers and Exporters for the  
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 Provisions, Fats, Oils and all By-Products  
 SEATTLE, WASH. All Codes PORTLAND, ORE.

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 1819 BROADWAY...NEW YORK CITY

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 Tallow — Grease — Oils  
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**Cold Storage Installation**  
 All Kinds of Refrigerator Construction  
**JOHN R. LIVEZEY**  
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### PROVISION BROKERS

Beef, Provisions, Packing House Products,  
 Tallow, Greases, Fertilizer Materials, Bone  
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We trade in Domestic, Canadian, European,  
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**BOSTON, MASS.**  
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We specialize in taking care  
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On request, our complete pro-  
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 house products, tallow and  
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# Chicago Section

W. T. Bresnahan of the John W. Hall brokerage, Chicago, is out of the city at present on an eastern business trip.

E. S. Urwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., was in the city for a day or so this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 20,770 cattle, 16,173 calves, 50,706 hogs and 39,000 sheep.

John W. Hall, well-known Chicago broker, has been in the Alexian Brothers hospital the last several days, but is reported recovering rapidly and is expected back at his office soon.

The Food Materials Corporation, Chicago, manufacturers of liquid seasoning, flavoring, etc., are moving their plant and offices from 223 North Desplaines st. to 3442-50 West Lake st.

The Soil Improvement Committee of the National Fertilizer Association has moved its Chicago office to Room 1935 of the new Chicago Daily News Bldg., according to announcement by Ove F. Jensen, assistant director.

H. L. Osman, director of the Department of Purchasing Practice of the Institute of American Meat Packers, was out of town during the past week visiting member companies in St. Louis, Cincinnati, and Indianapolis.

Provision shipments from Chicago for the week ended April 27, 1929, with comparisons, were as follows:

Cor. wk.	Last wk.	Prev. wk.	1928
Cured meats, lbs.	19,844,000	16,695,000	17,908,000
Fresh meats, lbs.	39,568,000	37,782,000	41,112,000
Land, lbs.	7,269,000	8,667,000	6,079,000

Miss Winifred Brennan of the Institute's Department of Home Economics will give a meat cutting demonstration before a meeting of the Chicago Association of Restaurateurs, of which John Harding is president, on the evening of May 9 at the H. & M. Tea Room, 306 South Wells street.

William Whitfield Woods, president of the Institute of American Meat Packers, and H. R. Davison, director of the Institute's Departments of Waste Elimination and Livestock, were in Washington during the past week, where they attended the annual meeting of the Chamber of Commerce of the United States, which was held April 29-May 3.

Thomas Greig, well-known in the Chicago provision trade for almost half a century, and one of the oldest members of the Chicago Board of Trade, died at his Chicago home this week and was buried on Thursday. Mr. Greig's membership on the Board dates from May 4, 1880, and from that time until the first of the current year he was continuously active in its trading. The immediate cause of his death was attributed by personal friends to the

death of his wife, to whom he was devoted and whose passing some nine months ago dealt him a severe blow.

## CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Apr. 30, 1929, with comparisons, are reported by the Chicago Board of Trade as follows:

	Apr. 30, 1929.	Mar. 31, 1929.	Apr. 30, 1928.
Mess pork, new, made since Oct.			
1, '28, brls.	1,012	562	443
Other kinds of bar- reled pork, brls.	25,620	27,971	24,430
P. S. lard, made since Oct. 1, '28, lbs.	86,061,274	85,848,604	72,774,786
P. S. lard, made Oct. 1, '27, to Oct. 1, '28, lbs.	663,350	2,223,951	4,117,000
Other kinds of lard, lbs.	11,241,062	10,073,603	7,203,227
S. R. sides, made since Oct. 1, '28, lbs.	828,109	1,064,104	3,103,403
S. R. sides, made previous to Oct. 1, '28, lbs.			73,000
D. S. clear bellies, made since Oct. 1, '28, lbs.	31,342,321	28,370,035	23,063,195
D. S. clear bellies, made previous to Oct. 1, '28, lbs.	383,517	802,022	.....
D. S. rib bellies, made since Oct. 1, '28, lbs.	3,463,681	2,604,997	3,552,910
D. S. rib bellies, made previous to Oct. 1, '28, lbs.			21,000
Extra S. C. sides, made since Oct. 1, '28, lbs.	284,935	268,251	182,506
S. C. sides, lbs.	51,682	51,682	880
D. S. short fat backs, lbs.	8,029,267	6,393,924	6,104,548
D. S. shoulders, lbs.	1,737	6,354	812,508
S. P. hams, lbs.	37,260,492	31,563,813	38,684,384
S. P. skinned hams, lbs.	20,900,915	19,089,801	24,088,411
S. P. bellies, lbs.	21,953,768	27,863,200	25,060,036
S. P. California or picnics, S. P. Boston shoulders, lbs.	18,591,573	13,809,227	10,786,215
S. P. shoulders lbs.	136,294	206,120	113,810
Other cuts of meats, lbs.	7,733,200	8,437,494	9,396,723
Total cut meats, lbs.	150,991,489	140,531,024	145,045,029

## APRIL MEAT AND LIVESTOCK.

(Continued from page 30.)

during the first half of the month, but was more active during the last two weeks. Wholesale prices showed little change for the month. The bacon trade was somewhat improved. Prices of green meats, especially hams, continue above the prices of sweet pickled product.

Trade in dry salt meats also was quiet, owing in part to the fact that planting has been delayed in the South by bad weather. However, the demand improved somewhat during the latter part of the month. There was a slight decline in prices of the dry salt products.

### Improvement in Boiled Ham.

Business in boiled ham improved slightly, with prices practically unchanged. The sausage trade showed little change. Prices of pork trimmings advanced during the month.

The domestic lard trade continued slow and wholesale prices showed a lower tendency at the end of the month.

There was a slight increase in hog prices during the first week of April, but the average price for the month as a whole was about the same as in March of this year. During April,

farmers received about 18 per cent more for their hogs on the average than in April of last year.

Receipts of hogs for the month were slightly less than in the same month of 1928, the largest supplies coming in the last two weeks.

The quality of the hog receipts was fairly good, although there were some unfinished animals among the lighter weights. The average weight at most of the principal markets was heavier than a year ago, and somewhat heavier than in March, 1929.

Hogs still are cutting out at a loss, the cost of the hogs, plus operating expenses, exceeding the current market value of the products. The loss was comparatively large all through April.

### Cattle Prices Higher.

Receipts of cattle were a little lighter than in March, and smaller than in April of last year. In the first week, all classes of butcher stock advanced sharply, and canners and cutters also were higher. Receipts during this week were the lightest of any week so far this year.

Prices continued to advance all through the second and third weeks on all classes of cattle. The average price for the third week was higher than for any week so far this year.

The dressed beef market was far from satisfactory throughout the month. There was a seasonal increase in the demand for hindquarters.

The demand for hides improved somewhat. Sales of leather increased, following a decline in prices. The tone of the market has improved owing to the large reduction in imports of hides from South America and the reduction in domestic production.

Sheep and lamb prices advanced during the first week. Lambs were lower in the second week, but sheep prices were higher. Both sheep and lambs advanced during the third week, lamb prices being the highest for the year.

Receipts were considerably heavier than in the same month of last year. The market closed lower in the fourth week, owing to light demand and an unsatisfactory dressed market. Results all through the month were unsatisfactory.

## FEBRUARY MEAT CONSUMPTION.

The amount of federally inspected meats apparently available for consumption in February, 1929, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

	BEFEE AND VEAL	Per capita consumption, Lbs.
February, 1929	329,000,000	2.8
January, 1929	431,000,000	3.6
February, 1928	382,000,000	3.2
	PORK AND LARD	
February, 1929	537,000,000	4.4
January, 1929	629,000,000	5.2
February, 1928	642,000,000	5.4
	LAMB AND MUTTON	
February, 1929	40,000,000	.28
January, 1929	47,000,000	.39
February, 1928	44,000,000	.37
	TOTAL MEATS	
February, 1929	916,000,000	7.6
January, 1929	1,107,000,000	9.2
February, 1928	1,068,000,000	8.9

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
May 2, 1929.

	Regular Hams.	FUTURE PRICES.			
		Open.	High.	Low.	Close.
8-10	Green. S. P.	Apr. 22 1/2	21	11.63 1/4	11.60
10-12	20 1/2	May 21	20 1/2	11.75	11.75n
12-14	21 1/2@21 1/2	July 11.97 1/2	11.97 1/2	11.95	11.97 1/2ax
14-16	21 1/2@21 1/2	Sept. 12.35-37 1/2	12.37 1/2	12.35	12.35ax
16-18	21				
18-20	20 1/2	May 12.85-90	12.90	12.77 1/2	12.77 1/2b
10-16 range	21 1/2@21 1/2	July 13.70		13.70	
16-22 range	21	Sept. 14.40	14.40	14.37 1/2	14.37 1/2ax

## S. P. Boiling Hams.

	H. Run.	Select.	SATURDAY, APRIL 27, 1929.			
			Open.	High.	Low.	Close.
16-18	20 1/2	May 21			12.75n	
18-20	20 1/2	July 13.20		13.20b		
20-22	20 1/2	Sept. 13.65n				

## Skinned Hams.

	Green. S. P.	MONDAY, APRIL 29, 1929.			
		Open.	High.	Low.	Close.
10-14	23 1/2	Apr. 11.55	11.55	11.50	11.50n
14-16	23 1/2	May 11.55	11.55	11.50	11.50b
16-18	23	June 11.92 1/2	11.92 1/2	11.85	11.87 1/2b
18-20	23 1/2	Sept. 12.30	12.30	12.22 1/2	12.25b
20-22	23 1/2	Oct. 12.42 1/2	12.42 1/2	12.37 1/2	12.37 1/2n

## Picnics.

	Green. S. P.	TUESDAY, APRIL 30, 1929.			
		Open.	High.	Low.	Close.
4-6	14	May 12.55	12.55	12.55	12.55
6-8	13 1/2	July 13.20	13.20	13.20	13.20
8-10	13 1/2	Sept. 13.65n			

## Bellies.\*

	Green. Cured.	WEDNESDAY, MAY 1, 1929.			
		Open.	High.	Low.	Close.
6-8	19 1/2	Apr. 11.42 1/2	11.50	11.42 1/2	11.45n
8-10	18 1/2	May 11.45	11.45	11.45	11.45
10-12	17 1/2	June 11.80		11.80	
12-14	17	Sept. 12.20-22 1/2	12.25	12.20	12.20b
14-16	16 1/2	Oct. 12.37 1/2	12.37 1/2	12.32 1/2	12.32 1/2n
16-18	16 1/2				

\* Square cut and seedless.

	D. S. Bellies.	Rib.	LARD.	Open.	High.
14-16	13 1/2	May 11.42 1/2	11.57 1/2	11.40	11.57 1/2b
16-18	13 1/2	June 11.80			
18-20	13 1/2	July 11.82 1/2	11.97 1/2	11.80	11.97 1/2b
20-25	12 1/2	Sept. 12.17 1/2-20	12.37 1/2	12.17 1/2	12.37 1/2ax
30-35	12 1/2	Oct. 12.47 1/2			

	D. S. Fat Backs.	9 1/2	9 1/2	10 1/2	10 1/2
8-10	May 11.42 1/2	11.42 1/2	11.42 1/2	12.90b	
10-12	July 14.30	14.32 1/2	14.30	13.62 1/2b	
12-14					
14-16	May 12.50			12.50	
16-18	July 13.00			13.00	
18-20	Sept. 13.70			13.70	
20-25					

	D. S. Rough Ribs.	12 1/2	12 1/2	13 1/2	13 1/2
45-50	May 11.67 1/2	11.72 1/2	11.67 1/2	11.72 1/2b	
55-60	June 11.80				
65-70	July 12.07 1/2	12.15	12.05	12.15ax	
75-80	Sept. 12.45	12.50	12.45	12.50b	
	Oct. 12.60			12.60b	

	Other D. S. Meats.	12 1/2	12 1/2	13 1/2	13 1/2
Extra short clears.	35-45	May 12.85	12.85	12.85	12.85
Extra short ribs.	35-45	July 14.35	14.35	14.30	14.30
Regular plates.	6-8				
Clear plates.	4-6				
Jowl butts.	8%				

	D. S. Short Ribs.	12 1/2	12 1/2	13 1/2	13 1/2
May	12.75	12.75	12.75	12.75	12.75
July	13.62 1/2	13.62 1/2	13.57 1/2	13.57 1/2	13.57 1/2
Sept.	14.30	14.30	14.25	14.25	14.25ax
Oct.					

	D. S. Clear Bellies.	12 1/2	12 1/2	13 1/2	13 1/2
May	12.85	12.85	12.85	12.85	12.85
July	14.35	14.35	14.30	14.30	14.30
Sept.					
Oct.					

	D. S. Short Ribs.	12 1/2	12 1/2	13 1/2	13 1/2
May	12.50	12.50	12.50	12.50	12.50
July	13.00	13.00	13.00	13.00	13.00
Sept.					
Oct.					

	D. S. Clear Bellies.	12 1/2	12 1/2	13 1/2	13 1/2
May	12.75	12.75	12.75	12.75	12.75
July	13.62 1/2	13.62 1/2	13.57 1/2	13.57 1/2	13.57 1/2
Sept.	14.30	14.30	14.25	14.25	14.25ax
Oct.					

	D. S. Short Ribs.	12 1/2	12 1/2	13 1/2	13 1/2
May	12.50n	12.50n	12.50n	12.50n	12.50n
July	13.00n	13.00n	13.00n	13.00n	13.00n
Sept.					
Oct.					

	D. S. Clear Bellies.	12 1/2	12 1/2	13 1/2	13 1/2
May	12.75	12.75	12.75	12.75	12.75
July	13.62 1/2	13.62 1/2	13.57 1/2	13.57 1/2	13.57 1/2
Sept.	14.30	14.30	14.25	14.25	14.25ax
Oct.					

Key: ax, asked; b, bid; n, nominal; = split.

## CHICAGO RETAIL MEATS

## Beef.

Week ended, May 2, 1929.	Cor. wk.	1928.
No. No.	No. No.	No. No.
1 2	1 2	1 2
Rib roast, hvy. end. 35	30	35
Rib roast, lt. end. 45	35	20
Chuck roast, round. 30	27	20
Steaks, sirloin. 45	35	25
Steaks, porterhouse. 60	45	40
Steaks, flank. 25	25	20
Beef stew, chuck. 27	25	20
Corned briskets, boneless. 25	24	22
Corned plates. 20	15	18
Corned rump. 25	25	20
Lamb. 25	25	20

## Lamb.

Good.	Com.	Good.	Com.
No.	No.	No.	No.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef

	Week ended, May 2, 1929.	Cor. week, 1928.
Prime native steers.	23 1/4@25 1/4	21 @22
Good native steers.	22 1/4@23 1/4	19 @21
Medium steers.	21 1/2@22 1/2	18 @19
Heifers, good.	20 @23	18 @22
Cows.	17 @19 1/4	15 @18
Hind quarters, choice.	26 @31	26 @27
Five quarters, choice.	20 @21	17 @18

## Beef Cuts.

Steer loins, No. 1.	@38	@42
Steer loins, No. 2.	@35	@36
Steer short loins, No. 1.	@46	@55
Steer short loins, No. 2.	@39	@43
Steer loin ends (hips).	@31	@30
Steer loin ends, No. 2.	@31	@29
Cow loins.	@27	@28
Cow short loins.	@31	@36
Cow loin ends (hips).	@23	@20
Steer ribs, No. 1.	@26	@27
Steer ribs, No. 2.	@25	@27
Cow ribs, No. 2.	@20	@21
Cow ribs, No. 3.	@18	@16
Steer rounds, No. 1.	@23	20 1/2@21
Steer rounds, No. 2.	@22 1/2	20@20 1/2
Steer chuck, No. 1.	@18 1/2	@17
Steer chuck, No. 2.	@17 1/2	@16 1/2
Cow rounds.	@20	@19
Cow chuck.	@10 1/2	@15
Cow plates.	@15	@15
Medium plates.	@12	@13
Briskets, No. 1.	@20	@22
Steer navel ends.	@10 1/2	@12
Cow navel ends.	@12	@11
Pure shanks.	@11 1/2	@11 1/2
Hind shanks.	@10	@9
Strip loins, No. 1, boneless.	@60	@60
Strip loins, No. 2.	@55	@35
Sirloin butts, No. 1.	@40	@35
Sirloin butts, No. 2.	@33	@32
Beef tenderloins, No. 1.	@80	@80
Beef tenderloins, No. 2.	@75	@75
Bump butts.	20 @30	@25
Flank steaks.	@27	@25
Shoulder clods.	21 @22	@18
Hanging tenderloins.	18 @20	@18

## Beef Products.

Brains (per lb.)	@13	@10
Hearts	@12	@8
Tongues, 4@5	@34	@30
Sweetbreads	@46	@40
Oxtails, per lb.	@17	@15
Fresh tripe, plain.	7 @ 8	@ 6
Fresh tripe, H. C.	@10	7 1/2@ 8
Livers	16 @ 24	21 @ 23
Kidneys, per lb.	@17	@12

## Veal.

Choice carcass	23 @ 24	20 @ 22
Good carcass	16 @ 22	15 @ 20
Good saddle	22 @ 30	20 @ 30
Good backs	16 @ 18	12 @ 16
Medium backs	14 @ 15	11 @ 12 1/2

## Veal Products.

Brains, each	14 @ 15	@12
Sweetbreads	@75	@80
Calf livers	@60	58 @ 60

## Lamb.

Choice lambs	@30	@33
Medium lambs	@28	@32
Choice saddles	@34	@37
Medium saddles	@33	@35
Choice fores	@33	@26
Medium fores	@22	@25
Lamb fries, per lb.	@33	@33
Lamb tongues, per lb.	@18	@15
Lamb kidneys, per lb.	@30	@30

## Mutton.

Heavy sheep	@18	@17
Light sheep	@20	@20
Heavy saddles	@20	@20
Light saddles	@22	@23
Heavy fores	@16	@14
Light fores	@18	@17
Mutton legs	@24	@25
Mutton loins	@20	@21
Mutton stew	@12	@14
Sheep tongues, per lb.	@16	@15
Sheep heads, each	@12	@10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	25	@26
Picnic shoulders	@17	...
Skinned shoulders	@17	@14
Shoulder loins	@50	50 @ 55
Spare ribs	@12	@13
Back fat	@14	@12
Boston butts	@21	19 @ 20
Hocks	@13	@10
Tails	@12	@12
Neck bones	@4	@6
Slip bones	@14	@12
Blade bones	@14	10 @ 12
Pigs' feet	@4	4 1/2 @ 5
Kidneys, per lb.	@7	@7
Livers	7 @ 8	7 @ 8
Brains	@9	7 @ 8
Ears	@14	@14
Snots	@7	@5
Heads	@7	@7

## Extra plate beef, 200 lb. bbls.

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons...	
Country style sausage, fresh in link...	
Country style sausage, smoked...	
Frankfurts in sheep casings...	
Frankfurts in hog casings...	
Bologna in beef bungs, choice...	
Bologna in cloth, paraffined, choice...	
Bologna in beef middles, choice...	
Liver sausage in hog bungs...	
Smoked liver sausage in hog bungs...	
Liver sausage in beef rounds...	
Head cheese...	
New England luncheon specialty...	
Minced luncheon specialty...	
Tongue sausage...	
Blood sausage...	
Polish sausage...	
Souse...	

## DRY SAUSAGE.

Cervelat, choice, in hog bungs...	
Thuringer Cervelat...	
Farmer...	
Holsteiner...	
B. C. Salami, choice...	
Milano Salami, choice, in hog bungs...	
B. C. Salami, new condition...	
Frises, choice, in hog middles...	
Genoa style Salami...	
Peperoni...	
Mortadella, new condition...	
Capicolla...	
Italian style hams...	
Virginia hams...	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds...	
Small tins, 2 to 24 oz.	\$7.00
Large tins, 1 to 24 oz.	8.00
Frankfurt style sausage in sheep casings...	
Small tins, 2 to 24 oz.	8.50
Large tins, 1 to 24 oz.	9.50
Frankfurt style sausage in hog casings...	
Small tins, 2 to 24 oz.	8.00
Large tins, 1 to 24 oz.	9.00
Smoked link sausage in hog casings...	
Small tins, 2 to 24 oz.	7.50
Large tins, 1 to 24 oz.	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings...	10 @ 10 1/2
Special lean pork trimmings...	18 1/2 @ 19
Extra lean pork trimmings...	21 1/2 @ 22
Neck bone trimmings...	10 @ 16 1/2
Pork cheek meat...	@14 1/2
Pork hearts...	@20 1/2
Native boneless bull meat (heavy)...	@18 1/2
Boneless chuck...	@17 1/2
Shank meat...	@16 1/2
Beef trimmings...	@10
Beef cheeks (trimmed)...	@14 1/2
Dressed canners, 300 lbs. and up...	@14 1/2
Dressed canners, 350 lbs. and up...	@14 1/2
Dr. bologna bulls, 500@700 lbs...	@14 1/2
Beef tripe...	@15
Cured pork tongue (can. trim.)...	@12 1/2

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)	
Beef casings:	
Domestic round, 180 pack...	
Domestic round, 140 pack...	
Wide export rounds...	
Medium export rounds...	
Narrow export rounds...	
No. 1 wide rounds...	18
No. 2 wide rounds...	10
No. 1 bungs...	
No. 2 bungs...	
Regular middies...	
Selected wide middies...	
Dried bladders...	
12/15...	
10/12...	
8/10...	
6/8...	
Hog casings:	
Narrow, per 100 yds...	
Narrow, special, per 100 yds...	
Medium, regular, per 100 yds...	
Wide, per 100 yds...	
Extra wide, per 100 yds...	
Export bungs...	33
Large prime bungs...	25
Medium prime bungs...	14
Small prime bungs...	7 1/2 @ .09
Middies...	18
Stomach...	6 @ .10

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$16.00
Honeycomb tripe, 200-lb. bbl.	23.00
Pocket honeycomb tripe, 200-lb. bbl.	24.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	78.00
Lamb tongues, long cut, 200-lb. bbl.	58.00
Lamb tongues, short cut, 200-lb. bbl.	71.00
Meat pork, regular	\$30.00
Family back pork, 24 to 34 pieces.	33.50
Family back pork, 35 to 45 pieces.	33.50
Clear back pork, 40 to 50 pieces.	28.00
Brisket pork	20.50
Beef pork	21.00
Plate beef	26.00
Extra plate beef, 200 lb. bbls.	27.00

## BARRELED PORK AND BEEF.

Ash pork barrels, black iron hoops.	\$1.65
Oak pork barrels, black iron hoops.	1.72 1/2
Ash pork barrels, galv. iron hoops.	1.68
White oak ham tierces	2.42 1/2
Red oak lard tierces	2.62 1/2

## COOPERAGE.

Ash pork barrels, natural color animal fat	
margarine in 1-lb. cartons, rolls or	
prints, f.o.b. Chicago.	12 1/2
White animal fat margarine in 1-lb.	12 1/2
cartons, rolls or prints, f.o.b. Chicago.	12 1/2

Nut...	1.25

# Retail Section

## Retailer Must Know Costs to Price Right

Profits in the retail meat store of today depend on many factors. Not the least in importance of these is proper pricing of the various cuts. But before the retailer can price right, he must know what his merchandising costs.

Take the matter of chucks, for example. Many retailers do not know or appreciate that the cost of boning and trimming this cut varies with the wholesale price paid for it.

In the following article, M. F. Weber of the M. F. Weber Meat and Packing Co., Oakland, Calif., tells what it costs to trim and bone chucks ranging in price from 5 to 20c lb.

### Cost to Bone Chucks

By M. F. Weber.

Recently, following a meeting, a group of retailers were discussing shop problems. Among the questions that came up was, "What does it cost to bone and trim chucks?"

The answers varied from one to five cents a pound, and none of those who replied seemed to have any confidence in the accuracy of their statements.

This gave rise to the thought that the answers may have been arrived at by guesswork. This method of figuring costs in this day of keen competition is dangerous. There are ways of arriving at the facts. If the retailer does not know them, if he is pricing on information that is not accurate, and if he will not take the time and trouble to learn how to figure costs accurately, he is on dangerous ground.

### Cost Varies With Price.

The need for figuring costs carefully is illustrated in the case of chucks. The cost of boning and trimming these cuts will depend on the price the retailer paid the packer for them. The dealer may pay 5c a lb. or 20c a lb. for these meats, but he receives no more per pound for the bones and trimming from meat costing 20c than he does from that costing 5c. The more that is paid for a chuck, therefore, the more it will cost to bone and trim it.

In the following table is shown what it actually costs to bone and trim chucks costing from 5c a lb. to 20c a lb. In this table the chuck is figured

as 100 per cent untrimmed—77 per cent meat and 23 per cent bone and trimmings.

### Chuck Costs.

Wholesale price, untrimmed per lb.	Cost, boned and trimmed, per lb.
5 c	6½c
6 c	8 c
7 c	9 c
8 c	10½c
9 c	11¾c
10 c	13 c
11 c	14¾c
12 c	15½c
12½c	16¾c
13 c	17 c
13½c	17½c
14 c	18 c
14½c	19 c
15 c	19½c
15½c	20 c
16 c	20¾c
16½c	21½c
17 c	22 c
17½c	22¾c
18 c	23½c
18½c	24 c
19 c	24¾c
19½c	25½c
20 c	26 c

In this table the fractions are figured in the retailer's favor. The table can also be used for five-rib point briskets.

In order to prove the table, a test of a chuck is given as follows:

One chuck, 64½ lbs. @ 18½c per lb., cost \$11.93. Less bone and trim, 14½

### Benefits Retailers

Writing to THE NATIONAL PROVISIONER about the activities of his organization, here is what the secretary of one of the most successful retail meat dealers' associations of the United States says:

"When I visit the offices of concerns with which we do business I seldom fail to see THE NATIONAL PROVISIONER on the manager's desk.

*"I only wish that more retailers would read it. They would reap a real benefit."*

lbs. @ 00c per lb. 0.00; 50 lbs. boned and trimmed, \$11.93.

Dividing 50 into \$11.93, we find that .2386 per lb. is the actual cost of boned chuck. Twenty-four cents per lb. is taken for the actual cost, figuring the fraction in the merchant's favor.

### How to Figure.

Following is another simple rule for determining what it costs per pound to bone and trim chucks:

Adding 30 per cent to the purchase price of any piece of chuck will determine the cost to bone and trim.

Example: 1.850 per lb. purchase price times 30 per cent equals .0545 per lb. Adding 30 per cent, or .0545 per lb. cost to bone and trim, we find the cost of boned and trimmed chuck to be .2395 per lb., or approximately 24c per lb., which is shown in the table above.

### TO STUDY RETAIL FAILURES.

In a search for fundamental causes of failure in retail stores which can be made available to all business men, the Division of Domestic Commerce of the Department of Commerce will undertake a retail grocery survey of Philadelphia, similar to the one recently conducted in Louisville, Ky., and which it is expected will furnish a basis of comparison.

This will be a comprehensive inquiry into credit conditions for the purpose of making further studies into the failure of food stores.

The Yale University law faculty and the Philadelphia grocers' associations are cooperating to make this the most intensive study of causes of failure which has yet been undertaken. It will cover all sizes of establishments, and every section of the city will be represented.

The causes of failure of stores which are in the bankruptcy courts at the present time will be studied as well as a number of others which have gone through the courts. A similar analysis will be made of stores whose affairs have been settled outside of court.

There has been considerable complaint made as to the high cost of bankruptcy proceedings and of the long time necessary to secure a settlement in this manner. A further phase of the Philadelphia study will be a comparative review of the cost of the two methods and their relative percentages of return to creditors.

The study will be under the supervision of Dr. W. C. Plummer, on leave of absence from the University of Pennsylvania, who will represent the U. S. Department of Commerce.

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## TEACHING MEAT CONSUMERS.

(Continued from page 28.)

publications. Articles of this sort which have appeared include the following:

"Meat and Its Importance on the Menu," published in "The American Restaurant."

"Pork Dishes Add Variety to Restaurant Menus," published in "The American Restaurant."

"Bacon and Its Many Uses in the Cafeteria," published in "Cafeteria Management."

Articles on some phases of meat preparation also have been supplied to magazines and to daily newspapers which reach millions of consumers. Among the articles recently published in magazines of large circulation may be mentioned the following:

"Casseroles for Good Cookery," "Interesting Combinations of Meat and Fruits," and "How to Carve the Dinner Meat," in "Better Homes and Gardens" (circulation 750,000).

"Modern Meat Marketing," in "The Ladies' Home Journal" (circulation 2,336,532).

"Ham the First Choice for Easter Menus," in "Modern Priscilla" (circulation 621,113).

"Selection and Cooking of Cuts of Pork," "Economical Beef Cuts and How to Use Them," and "Add These Meats to Your Market List," in "Modern Priscilla" (circulation 621,113).

"Have a Heart," in "The Country Gentleman" (circulation 1,257,024).

For the foods and home economics pages of daily newspapers in a number of cities an article on meat has been supplied twice a month.

## Recipe Booklets and Folders.

The Department of Home Economics also has prepared and circulated several recipe booklets and folders.

Of one of these, "Meat—Its Selection and Preparation," several hundred thousand copies have been distributed to interested housewives who wanted them. A booklet discussing the food value and uses of liver also received wide distribution, and many more copies could have been distributed had a larger supply been available.

Much printed material of this sort has been made available to teachers and classes of home economics in schools and colleges. One piece of material which has proved especially popular with teachers and students is a detailed outline for conducting meat demonstrations.

Through activities such as these the Institute is keeping meat before an especially important part of the public, namely, those who teach others facts about food selection and preparation, and those who, in restaurants and hotels, provide the food for a substantial part of our population, as well as many housewives who are reached through newspaper and magazine articles, through recipe leaflets and booklets, and in other ways.

## PLAN LAMB CUTTING LECTURES.

"Cutting More Money from Lamb" will be shown in four meat-cutting demonstrations which the livestock, meats and wool division of the U. S. Bureau of Agricultural Economics and the National Livestock and Meat Board will put on in Washington, D. C., the week of May 13 for the benefit of retailers. Three of these demonstrations will be for employees of three systems of retail chain stores, and one will be for independent retail meat dealers and grocers.

D. W. Hartzell of the National Livestock and Meat Board will show how greater demand can be created for cheaper cuts of lamb by making the cuts practical yet attractive.

Two illustrated booklets issued by the board will be distributed, one showing new, rapid, and practical cutting methods for making mock duck, Saratoga chops, rolled breast, rolled shoulder, crown roast, American leg, French leg, English lamb chop, and other cuts, and the other giving a collection of menus featuring lamb.

The division of livestock, meats, and wool has arranged to make a film in the motion-picture laboratory during the week of the demonstrations, showing how all the retail cuts of lamb are made.

Many requests have been made for putting on similar demonstrations for Washington consumers, it is stated, and it is expected that such demonstrations can be arranged.

## NEWS OF THE RETAILERS.

Carl Miller has engaged in the meat business at Carroll, Ia.

J. Smith has purchased the Brook Meat Shop at Clear Lake, Ia.

M. E. Pierce, Canton, Minn., meats, sold out recently to Eugene McCage.

Henry Anderson, Chisholm, Minn., recently sold his interest in the Range Cash Meat Market to Izze Leibovitz.

F. Dolan, St. Cloud, Minn., has purchased the Van Neutzling interest in the Langer and Neutzling Meat Market.

Ed. Le Pray will open a meat market at Richland, Mont.

Louis Sauer has purchased the Hayes meat market at Dawson, N. D.

J. D. Benard has opened a meat market at Walhalla, N. D.

Lawrence Kartendick recently purchased the Rein Meat Market at Burlington, Wis.

Paul Donner has opened a grocery and meat business at 533 Layton Ave., Cudahy, Wis., succeeding Robert Medrow.

H. E. Clark has sold his meat market at Nampa, Ida., to the Davis Packing Co.

W. McCartie has engaged in the meat business at Milton, Ore.

Walter Aarhaus has sold his interest in the A-A Market, Hoquiam, Wash., to Albert E. Anderson.

Schultz Brothers will open a meat market at Brainerd, Minn.

Robert Bartelmess will open a new meat market at Granada, Minn.

Chris Lokken is opening the West End Meat market at Ashland, Wis.

The Great Atlantic & Pacific Tea Co. is opening a meat market at 303-305 Second St., Ashland, Wis.

## Retail Shop Talk

## SELLING MEAT TO CHILDREN.

Have you, Mr. Retail Meat Dealer, ever lost good customers as a result of filling orders presented verbally by their young children?

Have you ever lost customers as a result of selling to children who have lost their change on the way home from your store, but whose mothers accuse you of having short-changed them?

If you have—and a great many retailers have had such embarrassing and unfortunate experiences—you will be interested in how one meat dealer solved the problem of selling to customers' children.

This dealer, after one particularly distressing experience, got up a quantity of printed envelopes which he passed out free to all of his customers who were in the habit of sending their children to do the shopping. On the envelope was space for the housewife to write out her order and to state the exact amount of money enclosed to pay for it. The envelope could be sealed, thus avoiding loss of the money by the child.

In addition, the following was printed on the outside: "Your children will be served as if you yourself would come to our store. Change will be returned in another sealed envelope to prevent any money from being lost."

The envelope also contained space for the dealer to write in the price of the meat and the change returned.

## INDUSTRIALS TEACH SHOPPERS.

The present tendency of large industrial companies to devote considerable time to making better shoppers out of their employees and housewives in their communities generally, was well illustrated by free lectures given recently in Lowell, Mass., by the Lowell Gas Light Co. and the A. G. Pollard Co. of that city. The program, held in connection with the Kitchen Fashion Show, featured talks on meats and meat cutting.

Wm. A. Kierstead, manager of the Lowell branch of Armour and Company, gave a talk on meat packing, while the proper methods of meat cutting were demonstrated by Julian E. Morrow, president and treasurer of Saunders' Market of Lowell.

## TOLEDO TO LICENSE DEALERS.

A licensed ordinance for slaughter houses, wholesale establishments and retail meat markets which it is proposed to introduce to the city council of Toledo, was presented at the meeting of the Toledo Retail Meat Dealers' Association on April 24, by Dr. Warren Hall of the city health division. The proposed license for slaughter houses is \$25; for meat markets, \$5, and for small establishments handling only smoked meats, \$1. The ordinance was well received by the association and support was promised Dr. Hall in its presentation to the council.

## New York Section

### AMONG RETAIL MEAT DEALERS. Dealers Visit Ferris Plant.

On Monday evening of this week, buses with members of the Washington Heights Branch and their friends left 181st street and proceeded down Broadway, to the packing establishment of F. A. Ferris & Co at 262 Mott street for an inspection of that plant. A royal welcome was accorded the visitors upon their arrival and on being ushered into the reception room, they were served with large platters of cold cuts of every description, and after enjoying the refreshments the guests heard several very interesting talks. President Charles H. Hembdt of the Washington Heights Branch made the opening address, and then called upon Secretary A. Haas to announce the other speakers. This function was performed in a most witty and humorous manner.

Louis Meyer, vice-president of the company formed by the merger of Otto Stahl, Inc., F. A. Ferris & Co., and Louis Meyer Co., won the hearts of all by his democratic talk and his graceful address. He told how he started in business in 1895 in a small way, building it up from a wagon trade, one might say, to its present standing. When the subject of merging was considered he had thought over the matter very thoroughly, he said. He explained that the Ferris business had been in existence since 1836, and the same real hickory cure that had made the hams and bacon of this concern famous all over the world was still being used, all of the old employees being retained. There is no killing in the Ferris plant, that being done in the Otto Stahl, Inc., plant in New York and the Louis Meyer Co. plant in Brooklyn.

Mr. Meyer said the new company was forging ahead, keeping in mind the production of fine quality goods. In conclusion, he stated that sales conferences were held every Saturday morning, at which time they would be glad to talk over any suggestions the retailers might care to make.

Mr. Hand, manager of the production department, gave a short interesting talk. Mr. Purcell, sales manager, told the retailers some pertinent facts as to why the individual neighborhood store would remain, stressing cleanliness, good products and attractive window displays. He called attention to a window display on exhibition. Mr. Purcell grew quite enthusiastic as he talked about a new product now being placed on the market—frankfurters in tins. After he was asked to explain this new product, the retailers were given an opportunity to judge of its merits, as each was presented with a pound tin.

After the talks Mr. Purcell took the guests on a tour of the plant, where they had an opportunity of seeing the real hickory and how clean a packing establishment may be. After the plant inspection the visitors made a trip through Chinatown.

Mrs. Josephine Schmitt, an active member and charming hostess of the

Ladies' Auxiliary, and wife of Gustave Schmitt, a member of the Washington Heights Branch, died on Friday of last week following an operation. Mr. and Mrs. Schmitt celebrated their silver wedding anniversary on January 27 at the Park Central Hotel. The funeral was held on Tuesday morning from her late home, 601 West 176th street, followed by requiem mass at the Church of the Incarnation. Besides her husband, Mrs. Schmitt is survived by two sons, a mother and sister. That she had the love and respect of all with whom she was associated was amply shown by the numerous and beautiful floral pieces received. The Ladies' Auxiliary had a large delegation at the funeral, as well as floral tribute.

The social meeting of the Ladies' Auxiliary on Thursday afternoon of last week proved to be a real get-together party. First the members attended an early performance at a local theater, followed by luncheon. Informal talks and jokes were enjoyed. The next meeting will be a business one and will be held in the Hotel McAlpin on Thursday, May 9.

I. Werden, a member of Ye Olde New York Branch and well known throughout the Association of Retail Meat Dealers, had a birthday on April 29.

Mrs. William Zeigler, a past president of the Ladies' Auxiliary, celebrated a birthday on May 1.

### NEW YORK NEWS NOTES.

H. R. Rosenberg, purchasing agent, United Dressed Beef Co., is spending a few days in Chicago.

Nathan Strauss, president of Nathan Strauss, Inc., is spending a month at French Lick Springs, Ind.

The twelfth annual Exposition of Chemical Industries will be held at Grand Central Palace, May 6-11.

J. J. McEncroe, pork cuts department, Armour and Company, Chicago, has been a visitor to New York during the past week.

Henry Kast, wholesale provision dealer, 277 Greenwich street, New York, died suddenly on Wednesday morning, May 1.

Donald Mackenzie of the engineering department, Swift & Company, Chicago, has been a visitor to the Jersey City plant the past week.

Wilson & Co., New York, have had the following Chicago visitors during the past week: J. J. Wilke, butterine department, and E. A. Ellendt, canned meats department.

Joseph Desmond, for many years sheep buyer for Wilson & Co., and later livestock commission man at the Jersey City Stock Yards, passed away on Friday, April 26, at the Nyack Hospital, following an operation.

C. H. Smith, branch house department, Swift & Company, Chicago, and W. H. Mason, manager of the produce department at Albany, have been visitors to New York this week.

Nathan Strauss, Inc., have opened a new store at the northwest corner of Polk ave. and 94th st., Elmhurst, Long Island. Several other locations are under consideration and leases will be executed within the next week or ten days.

United Dressed Beef Co. bowlers met the Metropolitan Hotel Supply Co. team on April 23, and defeated them for the second successive time. Eight games were rolled, the Metropolitan bowlers winning only two. H. Mastmann of the United team rolled individual high at 194, and D. B. Clark high average at 164.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended April 27, 1929: Meat—Brooklyn, 180 lbs.; Manhattan, 81 lbs.; total, 261 lbs. Fish—Manhattan, 5 lbs. Poultry and game—Manhattan, 47 lbs.

One of the most welcome visitors to New York during the past week was Alvah M. Thompson of S. F. Woodridge Beef Co., Clinton Market, Boston. Mrs. Thompson and her aunt sailed in the S. S. Olympic on Saturday for a trip over the Continent. "Al" looked good to his many friends and it is hoped he will come to New York more often and stay longer.

F. D. Green, for many years plant superintendent of the New York Butchers Dressed Meat Co., has been transferred to the general superintendents' department, Armour and Company, Chicago. L. A. Mallon, who was his assistant in New York, has been advanced to superintendent of the New York plant, with John Donohue as his assistant. A farewell dinner was tendered Mr. Green by over 100 employees of the New York Butchers Dressed Meat Co., among those present being H. G. Mills, president of the company; T. J. Tynan, manager, Joseph Stern & Sons; U. P. Adams and J. P. Hetherton, Armour and Company, New York; W. J. Grace, superintendent of the Jersey City plant, and Fred C. Turner of the general superintendents' office, Chicago. A gift in the form of a box of gold was presented to Mr. Green.

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended April 27, 1929, with comparisons:

Western dressed meats:	Week ended Apr. 27.	Prev. week.	Per cent.
Cattle .....	9,260	8,804	6,007
Steers, carcasses .....	730	700	134%
Cows, carcasses .....	70	88	12%
Bulls, carcasses .....	11,665	12,803	11.84
Veals, carcasses .....	28,955	26,250	20.05
Lamb, carcasses .....	3,429	2,577	1,735
Beef cuts, lbs. ....	308,180	351,873	129,989
Pork cuts, lbs. ....	1,386,012 1/2	1,899,036 1/2	1,404,077
Local slaughters:			
Cattle .....	7,850	9,836	16,179
Calves .....	15,591	16,539	16,323
Hogs .....	46,919	48,648	57,288
Sheep .....	38,293	43,200	43,294

## SAUSAGE MAKERS GET FACTS.

Many representatives of the sausage industry were present at the annual spring dinner of the Sausage Manufacturers' Association of New England, at the Elks Hotel, Boston, Wednesday evening, April 17. Vergil D. Reed, assistant professor of foreign trade and marketing at the College of Business Administration, Boston University, was the principal speaker. His subject was "Selling vs. Marketing". Mr. Reed in his talk brought out these points:

A market is composed of people whose wants and thoughts must be carefully and thoughtfully analyzed. The best way to discover these facts is by means of a market survey.

The advantage of local and sectional distribution consist of personal contact with the dealer, immediate delivery and the more immediate results secured from advertising.

The need of careful selective outlets in the sausage industry are self-evident. A manufacturer must secure the proper outlets so as to be a credit both to him and to his product.

Advertising is an economical and efficient tool, paying its own way and earning a profit if properly used. It influences the present buyers, the prospective buyers, and aids distribution.

Professor Reed gave the results of a survey he conducted to find why people do not use frankfurts and sausages. The following were typical answers:

"I heard that frankfurts are made from consumptive cows."

"I don't like to eat sausages because they are too greasy."

"I know frankfurts are made filthy."

"Frankfurts are spiced highly to hide meat of questionable quality."

"I find gristle and small pieces of bone in the frankfurts."

"I cannot secure a uniform frankfurts. One day the frankfurts taste good; another day, bought in the same store, they are of poor quality."

Professor Reed advocated constructive educational advertising based on an intelligent market survey to remedy this condition.

Alfred Mueller, of the New Jersey Sausage Manufacturers Exchange, was present as a guest. In his talk he outlined the work his organization was doing to better conditions in the sausage industry in New Jersey. He attributed the fight for quality products as the prime factor instrumental for the increase of sausage products both in New Jersey and in all parts of the country.

F. A. Burt, vice president of the Wells Advertising Agency, contributed some interesting remarks about advertising in the "ready-to-serve" meat products field. Sidney H. Rabinowitz of the Colonial Provision Co. and Mr. Clauson of Carl A. Weitz Co. spoke on several interesting phases of the sausage industry. Christian F. Plett, president of the association, served as toastmaster for the evening.

The committee on arrangements were C. F. Plett, S. H. Rabinowitz and S. Y. Levovsky.

## DR. BAKER TO ADDRESS MEETING.

The value of trade practice conferences to American industry is the subject of an address to be delivered by Dr. Hugh P. Baker, manager of the Trade Association Department of the Chamber of Commerce of the United States, before the meeting on May 24 of the Commission on Elimination of Waste of the Institute of American Meat Packers. In his address Dr. Baker will point out the benefits that have been derived from trade practice conferences through the elimination of wasteful and uneconomic practices.

Dr. Baker has had wide experience in this particular field, and he is familiar with what has been accomplished by other industries than the meat packing industry. His departmental activities as manager of the Trade Association Department are directed toward promoting the movement recently initiated by the Chamber looking toward self-regulation by business groups, having as its aim the elimination of economic wastes in every form.

Dr. Baker's address on trade practice conferences is particularly applicable to the present work of the Commission on Elimination of Waste. At the meeting on May 24, the commission will focus its attention on practices in the meat packing industry which are considered wasteful or uneconomic.

Resolutions condemning such practices as may be identified will be adopted and submitted to the Institute membership and executive committee for approval. Following such approval, as has been stated in recent issues of THE NATIONAL PROVISIONER, the secretary of the U. S. Department of Agriculture will be asked to call a trade practice conference of the industry.

## DEFENDING THE FRANKFURT.

When New York City newspapers published recently a list of foods approved by the superintendent of New York public schools for sale in the school lunchrooms, the press called particular attention to the fact that the frankfurter was omitted from the list. The conclusion was therefore drawn that the frankfurter soon would be barred from sale in lunchrooms of all New York City schools.

The meat packing industry, however, was not slow to respond to such a broad challenge to one of its principal and most popular products. Frank M. Firor, president of Adolph Gobel, Inc., Brooklyn, N. Y., promptly invited the superintendent of schools, Dr. William J. O'Shea, to appoint a committee for the specific purpose of investigating every angle of the production and food worth of the frankfurter.

This request for a complete study of the frankfurter, in order to prove its value as a food for children, was embodied in a letter addressed to Dr. O'Shea under date of April 26, the full text of which was as follows:

Dr. William J. O'Shea,  
Superintendent of Schools,  
New York City.

According to articles published in today's newspaper, it is your intention to take steps to ban the frankfurter as a suitable article on the menu of a growing child. The press gave considerable prominence to the fact that the frankfurter was omitted from mention of the foods approved for sale in the school lunchrooms, and intimated that this commodity would be specifically debarred within a short time.

Believing that you have no desire to visit an injustice upon a nutritious edible and a great industry, we are writing to ask you to undertake a constructive investigation of the frankfurter before you make any further public comment concerning it.

Several years ago, the then Superintendent of Schools banned the frankfurter from school lunchroom menus. We recorded no protest at that time because we felt that mothers who were conversant with the nutritive value and sanitary preparation of government-approved frankfurters would not be influenced by this adverse attitude of the school authorities.

In the present instance, however, in view of the widespread publicity given your statement, we fear that parents may be induced to discard from the home menu of their children food-stuffs not enumerated in your suggested repasts for school lunchrooms.

Ordinarily we permit derogatory mention of the frankfurter to go unchallenged. It has been subjected to much facetious comment which, incidentally, has aided rather than retarded its popularity.

But when an educator directing the instruction of hundreds of thousands of children records his disapproval of this commodity, we realize that we must hasten to its defense. The fact that tens of millions of pounds of frankfurters are consumed annually in America, most of them in the home and in the finest of restaurants, is eloquent evidence of their acceptability.

Every stage of handling, from the farm to the consumer, is subjected to full inspection by pure food and health authorities of the nation, states and city. Millions of dollars have been voluntarily expended in research to foster the purity and nutritive properties of frankfurters.

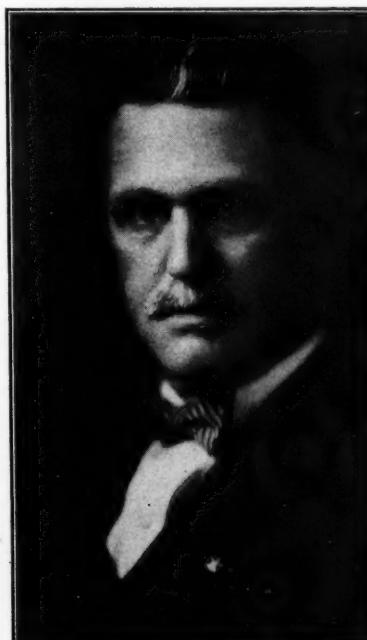
We are prepared to cite foremost authorities on dietetics to substantiate our contention that the frankfurter is digestible and wholesome for the growing child, and that it contains the very ingredients necessary to promote health and strength on the part of their youngsters. With the children in mind, our industry has now produced a "skinless" frankfurter.

Permit us to extend an invitation to you to appoint a committee, including members of your domestic science, child health and allied departments, to utilize our facilities to conduct a comprehensive research into every aspect of the production and food worth of the frankfurter.

We will gladly defray all expenses in connection with any such survey, without interfering in any way with its free scope. In fact, we urge you to sponsor a study of this kind. We ask it because it is the fair and proper step toward an industry employing thousands of persons, representing millions in investment and serving the vast majority of American consumers.

We shall look forward to hearing from you at your earliest convenience, in order that the adverse impression created by the article which prompted this letter may be corrected without delay.

Very truly yours,  
(signed) Frank M. Firor, President.  
Adolph Gobel, Incorporated.



DR. HUGH P. BAKER.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$13.25@14.65
Cows, good	9.00@10.00
Cows, common	7.00@8.75
Bulls, weighty medium	9.00@10.00

## LIVE CALVES.

Veals, good to choice	\$16.00@17.50
Calves, medium	12.00@14.00
Calves, common lightweights	9.00@10.00

## LIVE SHEEP AND LAMBS.

Lambs, springers, good to choice	\$20.25
Lambs, woolskins, good to choice	17.25@18.00
Lambs, clippers, common and med.	12.00@14.00

## LIVE HOGS.

Hogs, 180-210 lbs.	\$ @11.60
Hogs, medium	@11.60
Hogs, 120 lbs.	@10.75
Roughs	@10.00
Good Roughs	@10.00

## DRESSED HOGS.

Hogs, heavy	217
Hogs, 180 lbs.	217
Pigs, 80 lbs.	217 1/4
Pigs, 80-140 lbs.	217

## DRESSED BEEF.

Choice, native heavy	24 @25
Choice, native light	25 @26
Native, common to fair	23 @24 1/4

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22 @24
Native choice yearlings, 400@600 lbs.	23 @25
Good to choice heifers	21 @23
Good to choice cows	18 @20
Common to fair cows	15 @17
Fresh bologna bulls	16 @16 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@28	30 @23
No. 2 ribs	25 @26	27 @29
No. 3 ribs	22 @24	24 @26
No. 1 loins	@32	35 @40
No. 2 loins	28 @30	30 @34
No. 3 loins	24 @26	27 @29
No. 1 hinds and ribs	28 @31	27 1/2 @31
No. 2 hinds and ribs	26 @27	26 1/2 @27
No. 3 hinds and ribs	24 @25	25 @25 1/2
No. 1 rounds	22 @22	21 @22
No. 2 rounds	20 @21	19 @20
No. 3 rounds	18 @19	18 @18
No. 1 chuck	20 @22	20 @21
No. 2 chuck	19 @19	18 @19
No. 3 chuck	17 @18	18 @19
Bolognias	17 @18	18 @19
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

## DRESSED VEAL AND CALF.

Prime veal	31
Good to choice veal	28 @30
Med. to Common veal	15 @21
Good to choice calves	21 @25
Med. to common calves	17 @21

## DRESSED SHEEP AND LAMBS.

Lambs, prime	31 @32
Lambs, good	30 @31
Sheep, good	21 @23
Sheep, medium	17 @20

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	27 @28
Pork tenderloins, fresh	55 @50
Pork tenderloins, frozen	50 @56
Shoulders, city, 10@12 lbs. avg.	20 @21
Shoulders, Western, 10@12 lbs.	19 @20
Butts, boneless, Western	27 @28
Butts, regular, Western	23 @24
Hams, Western, fresh, 10@12 lbs. avg.	25 @26
Hams, city, fresh, 6@10 lbs. avg.	25 @26
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	24 @25
Pork trimmings, regular, 50% lean	13 @14
Spareribs, fresh	15 @16

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	25 @26
Hams, 12@12 lbs. avg.	24 @25
Hams, 12@14 lbs. avg.	23 @24
Picnics, 4@6 lbs. avg.	17 @18
Picnics, 6@8 lbs. avg.	16 1/2 @17 1/2
Rollettes, 6@8 lbs. avg.	18 @18 1/2
Beef tongue, light	32 @34
Beef tongue, heavy	34 @36
Bacon, boneless, Western	23 @24
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

## FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, 1 c. trd'd.	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	20c a pound
Beef hanging tenders	30c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/2
Edible suet	@ 6 1/4
Cond. suet	@ 5 1/4

## GREEN CALFSKINS.

Prime No. 1 veals	5 9 9 1/2 12 1/2 12 1/4 14 14 18 18 18
Prime No. 2 veals	20 2.10 2.35 2.55 3.00
Buttermilk No. 1...	19 1.95 2.25 2.45 ...
Buttermilk No. 2...	17 1.75 2.00 2.20 ...
Branded Gruby	9 .95 1.10 1.30 1.85

## LIVE POULTRY.

Fowls, colored, per lb., via express	@ 37
Ducks, nearby	26 @27
Pigeons, per pair, via freight or express	30 @40

## BUTTER.

Creamery, extras (92 score)	@ 45 1/2
Creamery, firsts (88 to 80 score)	44 @ 44 1/2
Creamery, seconds (84 to 87 score)	43 @ 43 1/2
Creamery, lower grades	42 @ 42 1/2

## EGGS.

(Mixed colors.)	
Extras, reg. pkd., dozen	30 @31
Extra firsts, storage pkd., doz.	30 @31
Firsts, storage pkd., doz.	29 @29 1/2
Checks	@ 24 1/2

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry pkd.—12 to box—fair to good:	
Western, 60 to 65 lbs., to dozen, lb.	35 @37
Western, 48 to 54 lbs., to dozen, lb.	36 @38
Western, 48 to 47 lbs., to dozen, lb.	35 @38
Western, 36 to 42 lbs., to dozen, lb.	34 @37
Western, 30 to 35 lbs., to dozen, lb.	32 @35

## Fowls—frozen—dry pkd.—fair to good—12 to box:

Western, 60 to 65 lbs., lb.	32 @36
Western, 55 to 59 lbs., lb.	33 @36
Western, 45 to 54 lbs., lb.	34 @37
Western, 43 to 47 lbs., lb.	34 @37
Western, 30 to 35 lbs., lb.	31 @34

## Ducks—

Long Island, prime to fancy	@ 28
Western, dry pkd., prime to fancy	31 @36
Turkeys—	
Western, dry pkd., prime to fancy	20 @21
Squabs—	
White, 11 lbs. to dozen, per lb.	@ 65
White, 9 lbs. to dozen, per lb.	@ 60

## Fowls—frozen—dry pkd.—fair to good—12 to box:

Western, 60 to 65 lbs., lb.	32 @36
Western, 55 to 59 lbs., lb.	33 @36
Western, 45 to 54 lbs., lb.	34 @37
Western, 43 to 47 lbs., lb.	34 @37
Western, 30 to 35 lbs., lb.	31 @34

## Wholesale prices of carolts—fresh centralized

## butter—90 score at Chicago.

44	43 1/2	44 1/2	44 1/2	44 1/2
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## Receipts of butter by cities (tubs):

Wk. to Prev. Last	—Since Jan. 1—
Apr. 25, 1929.	1929.

Apr. 25.	Apr. 25.	On hand	Same
Chicago	19,692	17,479	408,857

Chicago	37,626	35,050	37,005
N. Y.	56,446	49,669	50,311

Boston	17,915	17,599	326,462
Phila.	13,847	11,700	340,956

Total	125,834	121,360	2,650,612
2,595,208			

## Cold storage movement (lbs.):

In	Out	On hand	Same
Chicago	19,692	17,479	317,153

New York	78,714	104,198	312,024
Boston	17,915	17,599	259,690

Phila.	13,847	11,700	340,956
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